



## Home Office Logistics Salesperson - Commission-Based

### **About Flat Cargo:**

Flat Cargo is more than just a pallet trading company – we are a trusted partner in your logistics journey. In essence our mission is to provide optimal, cost-effective, and sustainable solutions that enhance the efficiency of your supply chain operations.

Founded on the principles of superior quality and exceptional service, we have grown from a small company in Lyon to a €16 million European business by 2023.

Building on its success, FlatCargo.com is now looking for sales representatives in Europe.

### **Main responsibilities:**

As a salesperson working remotely, you will play an essential role in promoting and selling our logistics products/services such as Pallets, Containers, forklift...

### **Here is an overview of your responsibilities:**

#### **1. Remote communication:**

- Establish connections with customers via virtual communication channels such as phone, email and video-conferencing.
- Respond quickly to customer requests and provide detailed information on products and services.

#### **2. Remote advice and sales:**

- Understand customer needs through virtual conversations and provide appropriate advice.
- Actively promote products and close distance sales.
- Meet and exceed individual sales targets through effective online strategies.

#### **3. Customer relationship management:**

- Establishing and maintaining relationships with remote customers to encourage loyalty.
- Resolve customer problems in a professional manner via online platforms.

#### **4. Continuing distance training:**

- Participate in online training sessions on products and new sales strategies.

#### **5. Skills required:**

- Excellent virtual communication skills.
- Ability to work independently.
- Results-oriented and able to adapt to a remote working environment.
- In-depth knowledge of the company's products/services.
- Previous experience in remote sales (an asset).

#### **6. Qualifications:**

- No previous experience

#### **7. Working conditions:**

- Home office position with flexible working hours.
- Remuneration based solely on commission, with performance-related bonuses.



We are looking for motivated and autonomous sales professionals to join our team. Send your CV to [contact@flatcargo.com](mailto:contact@flatcargo.com) or follow the online application instructions.