



Inside Sales Representative – Duisburg, Germany

NewPort is specialized in transportation of chemical liquids, food stuff and gases in tank containers. We operate worldwide! NewPort Europe is responsible for all commercial and operational activities in Europe, the Mediterranean and part of Africa.

We are looking for an Inside Sales Representative in Duisburg, Germany to focus on the Turkish market. Interested? Go ahead reading this vacancy!

As Inside Sales Representative you will be responsible for selling our products & services and providing administrative support to our Sales Department.

Main tasks

Inside Sales

- You will be the first point of contact for our customers: you will advise customers on (technical) solutions, making use of NewPort's products and services. Your main focus will be on Turkey, but you will also be taking care of Poland, Czech Republic, Slovakia, Bulgaria & Romania.
- You will follow-up on quotes for new and existing customers.
- Keep yourself up-to-date on product information and legislation.
- Communicating with our Operations department about new customers and new orders.
- You identify opportunities for selling NewPort products and services to existing and new customers.

RFQ & RFI (Requests for Quotations and Request for Information)

- Act as the NewPort representative for RFQs and RFIs at customer on behalf of the NewPort Offices and agents.
- Ensure the quality of exchanged correspondence and created calculations, and quotations, making sure deadlines are met.
- Ask and obtain the necessary information on both the (potential) customers and internal departments concerned.
- Recommend alternatives based on costs, availability and specifications.

Tenders

- Create tenders, support the Commercial Manager and Area Sales Managers in the preparation and report the progress of the process.
- Responsible for preparing and executing the quotes for the customers according to the guidelines or rates and conditions set by the Commercial Manager.

Communication

- Maintain contact internally and externally to expand the business network.
- Ensure that all commercial information and sales calls are documented and actions taken.
- Guide, instruct and support agents on the acquisition of sales activities.

Who are we looking for?

- +1 year work experience in a similar position in logistics / ISO Tank Container preferably.
- Knowledge of INCO terms, IMDG and ADR.
- Fluency in Turkish and German. Turkish is a plus.
- You live nearby Duisburg in Germany (Dutch applicants who live in the area of Eindhoven/Venlo are also more than welcome)

What does NewPort offer you?

- Salary & holidays according to German standards.
- Working in an enthusiastic team in an informal working environment.
- Opportunity to work on your professional and personal development.

Interested? Send your resume and cover letter to careers.eur@newporttank.com