



IMRECKE
CONSULTING

A truly **global industry!**

A company for **shipping experts!**

A position for a **commercial mind-set!**

A job for you?

Sales Business Analyst (m/f/d) **Shipping Company, Greater Hamburg area**



You have successfully completed a vocational training (Schiffahrtskaufmann/-frau) or obtained a bachelor's degree in shipping and gained a minimum of two years working experience in a sales or commercial role or in a crewing function?

And you are self-confident, an excellent communicator with a high level of customer orientation and you possess analytical skills to explore new markets?

Our customer is a expanding, modern shipping company, located in the greater Hamburg region. They manage a fleet of containerhips, tankers, bulkcarriers and offshore vessels. They provide their services with know-how, expertise, high quality management and transparency to meet the customer demands.

To strengthen the commercial team we are looking for a Sales Business Analyst (m/f/d):

You are good at:

- Assisting the Global Sales team in driving the customer strategy initiatives
- Continuous observation of market developments and competitor activities
- Capability of translating data into effective sales strategies and guiding sales representatives
- Maintenance of customer and acquisition data to support the KPI reporting
- Being an active counterpart for our customers in coordination with the sales strategy worldwide
- Participation in public tenders and preparation of quotations
- Covering of all sales-related questions from customers and `back-up` function for sales representatives
- Scheduling meetings and setting agendas with our clients as part of the sales team
- Contribution to the achievement of the goals and the fulfillment of the KPIs
- Assisting in identify best practices that can lead to improved internal efficiencies



Your profile:

- Successfully completed vocational training, ideally in the field of shipping or completed Bachelor studies
- 2-year of sales experience, crewing experience would be an advantage
- Self-confident, communicative personality with a high level of customer orientation
- High self-motivation, flexibility and a technical understanding
- Maintaining and promoting communication within the team, as well as between departments and towards the customers
- Balanced with an analytical and efficient working style
- Good ability to face constantly changing scenarios and requirements and to manage them
- Excellent command of written and spoken English

Your application:

Please send a meaningful application, with a salary indication and an earliest starting date to: info@imrecke-consulting.de

In case of queries, please do not hesitate to contact Matthias Imrecke at: **+49-172-4157271**

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