



" Business Developer"

at ease in technical environments and
attracted by an international career in logistics and
logistics and transport.

“Come on, hit the gas with us !”

As part of an international sales team, reporting to the Director of Cryo Logistics **Spain or Belgium**, you will be responsible for creating and developing sales activity in Europe **/ and internationally.**

You have dynamic professional experience!

You have a commercial background.

You will have 3 to 5 years' sales experience, ideally in the transport and logistics sector.

You're a real deal hunter, and your interpersonal skills will enable you to convince your customers and win their loyalty, in a complex technical environment.

You have a good command of sales tools and are used to travelling internationally (50% of the time).

Autonomous, resourceful, rigorous, persevering and flexible, you understand the challenges of a long-term B-to-B sales cycle.

A perfect command of English and Spanish is essential, French would be a plus.

The position is based in **Antwerp or Algeciras.**

We offer you the following missions:

- Marketing our "Dual service" offer: rental of cryogenic containers and sale of associated logistics and transport services to gas and transport companies.
- Developing the customer portfolio for our 2 logistics units in Belgium and Spain.
 - Analysis of the European market, players and challenges
 - Qualification of customer requests in close collaboration with the technical teams,
 - Drawing up quotations,
 - Negotiation of sales contracts.
 - Monitoring the logistical organization of the service and tracking payments.
- Building customer loyalty through regular contact by telephone and on-site visits.
- Managing complex negotiations and any complaints with the support of the relevant departments.

Cryo Logistics is a subsidiary of the international Group Air Flow.

- With a presence on 4 continents and strong growth, the Air Flow Group offers great opportunities and the chance of an international career.
- Its open and respectful management style, with simple information circuits and constant exchanges, enables collaborative decision-making.
- If you're looking to develop, train and fulfil your potential... in short, you're a bold person! So are we! We love innovative solutions, and with our expertise, we can help you grow with us!

Please register your interest by sending your CV and covering letter by e-mail to rh@airflow.fr



<https://cryo.logistics.com>

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