



We are RACS Moving, a Belgian young, dynamic and vibrant company, eager to provide the best quality of service in order to ease any stress related to relocating. Our team's diverse backgrounds allow us to use each other's experiences, skills, tricks and insights in order to develop tailor made services to accommodate individual needs and create borderless mobility. Our mission is to ensure you focus on creating memories, while we take care of every step of your transition.

RACS Moving is an International Association of Movers (IAM) member, obliging us to provide the most up to date innovative relocation options as well as having access to the highest quality relocation partners worldwide. We love transport and our passion is poured into every move we service.

you the one?

Job Title : Sales Executive

Responsibilities

Develop strategies and sales objectives to market RACS Moving to national & multinational entities, in addition, to private individuals;
Generating new business through cold calling and networking while maintaining existing relationships in the market for RACS Moving services;
Own entire sales process from prospecting to closing business;
Coordinate and lead responses to RFIs/RFPs, Requests for Information and pricing requests;
Plan, prepare and deliver effective business presentations and proposals;
Provide monthly projections and quarterly committed forecasts of sales activity and volume to team;
Attend conferences and industry related events within assigned territory and as requested.

Qualifications and Skills

College degree or equivalent work experience required;
3-5 years experience in business to business sales environment and/or the relocation/mobility industry;
Required fluency in English and Dutch, knowledge of French will be an asset;
Strong communication and presentation skills and the ability to quickly build collaborative relationships with the team;
Cultural sensitivity and awareness;
Ability to set priorities, manage your time and workload and independently meet strict deadlines;
Well-developed administration and organization skills with strong attention to detail.

We offer

Full time position;
Salary in correlation with market standards;

How to apply?

Send your CV + motivation letter in attention of - Bogdan Petrea : bogdanp@racsmoving.com

