



Field Sales Representative

Become part of #Team ÖBB Rail Cargo Group. So that we can continue to offer end-to-end logistics solutions for all industries and enable environmentally friendly freight transport tomorrow. We are around 6,000 employees of the [Rail Cargo Group](#), one of the leading rail logistics providers in Europe.

Rail Cargo Logistics - BH Sarajevo is looking for a committed employee for **Field Sales Representative**

Job Description

- Identify and acquire new customers.
- Maintain and develop relationships with existing clients.
- Promote and sell logistics and transportation services.
- Identify new business opportunities and market potential.
- Coordinate customer requirements with operational teams.
- Monitor service delivery and customer satisfaction.
- Achieve defined sales targets and KPIs.
- Prepare sales activity and market reports.
- Conduct regular customer visits and present logistics solutions.

Requirements

- Bachelor's degree in Business, Marketing, Logistics.
- Experience in sales, customer service, or business development.
- Strong communication, negotiation, and presentation skills.
- Ability to work independently and manage a sales territory.
- Customer-oriented and results-driven mindset.
- Valid driver's license and willingness to travel frequently.

We Offer

- Stable employment with opportunities for long-term professional development
- Work in a professional and supportive team
- Opportunity to gain practical experience and additional training
- For more information, please contact

office.rcl.bh@railcargo.com.