



FIELD SALES EXECUTIVE COLOGNE/STUTT GART DE

What type of breed are we looking for?

We are looking for an Field Sales Executive to act as the first point of contact with existing customers, answer their queries and increase client satisfaction to strengthen existing business relationships. Next, your role will be to seek new business opportunities by contacting and developing relationships with potential customers. You will use your communication skills to identify and address clients' needs while representing our company in a positive way.

Ultimately, you will contribute to building profitable, long-term relationships with our clients to reach our business objectives. If you enjoy coming up with effective solutions and working toward achieving goals, this job is right for you.

What will be in your bowl?

- Build strong client relationships through regular communication. Act as the point of contact and handle customers' individual needs
- Provide after-sales support to retain customers and ensure prompt and accurate answers to clients' queries
- Suggest company products/services that maximize client satisfaction and help improve sales performance
- Communicate product and pricing details clearly
- Coordinate with Key Account Managers to create customized sales plans for key clients
- Promote new products/services to existing customers

Give us a shout if this sounds like you! – julia@edgardcooper.com

Skills & tricks

- Minimum of 2 years proven work experience as an Field Sales Executive or relevant sales role
- Understanding of sales principles and the ability to deliver excellent customer service
- Excellent (verbal and written) communication skills
- Effective presentation and negotiation skills
- Good time-management skills with a problem-solving and “can do” attitude
- Fluent in German and intermediate in English

Which pack are you joining?

We're just a bunch of animal-loving, purpose-driven, startup-minded pals. Here at Edgard & Cooper, we're big fans of purpose, curiosity and learning on the job. We're a young international company, and we're growing fast. That means we're always looking for people who want to skill-up, who want to be challenged, and who want to make a positive impact. Just like our dogs – Edgard and Cooper – we're friendly and fun, with an insatiable hunger for life. Want to come and play?

What makes Edgard & Cooper different: Feel Good Pet food

Good food makes your mind, body and spirit feel amazing. Nothing beats fresh meat and simple ingredients, cooked and packed with nature in mind. But most pet foods are over-processed and come wrapped in plastic. Enough is enough.

Welcome to Edgard & Cooper – naturally tasty cat and dog food that you, your pets and our planet can feel good about.

