

**DATA IS THE DIFFERENCE.
THE FUTURE OF TRUCKING.**

www.cargonexx.de

Partner Manager Italy m/w

Intern / Working Student / Full-time

We are an innovative, creative and fast-growing Hamburg start-up in the logistics sector. Our goal is to build the largest truck transport network in Europe. Truck transports should become easier, cheaper and more effective than ever before. We have completely digitalised and revolutionised the transport process chain for this purpose. And since we are currently growing strongly, we need you as **Partner Manager Italy m/f** in order to be successful for our customers internationally as well.

Your Tasks

We have developed state-of-the-art machine learning algorithms and deep neural networks to predict individual truck tours. This allows us to immediately calculate a market price for each shipment. This is unique in Europe. Digitalisation has greatly simplified many things in everyday life. We believe that truck logistics can also be simplified.

An excellently planned expansion strategy is an essential success factor for our growth - and this is exactly where you are in demand as **Partner Manager (Italy) m/f**.

- Together with the Head of Sales Italy, you open up the Italian market and open up the basis for expansion in one of our most important partner countries
- You scan the market for major Italian trading companies and find ways to address them and inspire them for us

- You are a "Hunter" and acquire appointments with decision makers for the Head of Sales Italy, so that cooperations can be built up
- You use our CRM for the professional planning and documentation of your appointments and modify them with regard to your experience and knowledge of the market
- You occasionally support the carrier team in the acquisition of new carriers in Eastern Europe

Who we are looking for

We see our talented and motivated employees as our most important asset. But what requirements do you have to meet in order to become a part of the success story?

- You have at least a degree in business administration or a comparable good to very good degree (focus on sales or logistics is a plus)
- You have at least 2 years of successful experience in sales after graduation (ideally from the financial services, logistics, pharmaceutical or retail industries).
- You have acquisition in your DNA and like to familiarize yourself with digital business models
- You see yourself as a seasoned salesperson and enjoy presenting products and building sustainable customer relationships
- Ideally, you have undergone sales training either in the field or inbound and apply this knowledge practically
- You design your projects independently and as a team player you also develop the Cargonexx strategy in Italy
- You speak Italian fluently at native speaker level and English fluently (any other foreign language, such as German, is very welcome, but not a must)

What we offer you

As a modern company we combine the mentality of a start-up with the professionalism of a DAX-30 company. Jump on our train of success and you can look forward to an exciting journey with great prospects!

- Here you will meet a team of like-minded people who roll up their sleeves, have fun at work and really make a difference.
- We support flexible working hours as best we can and make sure that the work-life balance of our employees is right.
- Personal learning on the job and regular training and workshops are a matter of course for us
- It is important to us that the success we have achieved together is celebrated and therefore we organise events for the team after important phases.
- With us you have the unique opportunity to experience and shape the growth of a highly ambitious company.

Do you see yourself in the tasks and have we aroused your interest? Then **apply directly at nsc@cargonexx.de** and **become part of the startup of the year in Hamburg**. You are also welcome to contact our man for the human, Nico Schulze, via Xing or LinkedIn, if you have any questions.

We are looking forward to getting to know you and your personal history soon!