



Sales Representative

- Transport Experience Required!
- Opportunity to be part of a growing Company!
- South Guildford location!

We are currently seeking a talented individual to join our team at Regal Transport a division of K&S Freighters.

Reporting to the Sales Manager you will play a vital role in contributing to the ongoing success of our business, playing a key customer service role by both promoting our services to potential customers and managing existing customer needs. You will be supported by operational and commercial expertise.

To achieve this success you will have:

- Proven Sales experience within a transport/logistics industry
- Passion for Customer Service
- Clear capability to provide and tailor value added services for each and every customer
- Disciplined cold calling skills and relationship building skills.
- Sales delivery via features and benefits, not simply by price.
- An understanding of pricing models related to transport costing.
- Experience in tracking and reporting sales activities

In your role it will be second nature for you to be:

- Driven by results – tenacious – chasing leads – maximizing opportunities successful
- An innovative thinker – identify problem, find solutions and solve
- Reliable – follow-up without question – meet agreed achievable deadlines
- Care about both the Customer & Company needs

If you see yourself working for a Company that is passionate about delivering superior customer service, encourages dedicated people to achieve success, we would welcome your interest so...forward your resume via seek as soon as possible.

K&S Freighters is an Equal Opportunity Employer
Applicants should hold a valid right to Work in Australia
Indigenous or Torres Strait Islanders applicants are encouraged to apply