VACANCY

Sales Representative Cargo

Cpost International N.V. is looking for a driven, commercially minded **Sales Representative** for the Cpost Cargo department — someone who spots opportunities, takes initiative and gets energy from winning new customers. You are out on the road a lot: visiting customers, leading commercial conversations, following up leads and translating customer needs into the right Cpost Cargo solutions. You report to the Manager Cpost Cargo and work closely with the Supervisor Cpost Cargo and other departments within Cpost.

Your responsibilities

Sales & acquisition

- Actively prospect and win new business customers through cold calling, company visits, networking, referrals and prospect lists.
- Qualify new leads and follow them up consistently.
- Analyse customer needs and advise the right Cpost Cargo services.
- Prepare quotations and follow up actively until the customer makes a clear decision.
- Identify cross-sell, upsell and reactivation opportunities with existing customers.
- Contribute actively to achieving the agreed Cargo sales targets.

Customer relationships

- Stay in regular contact with prospects and existing customers.
- Visit customers and lead commercial conversations independently.
- Pick up on customer needs, feedback and new commercial opportunities.
- Follow up customer questions professionally and on time, coordinating internally where needed.
- Build and maintain professional, reliable and customer-focused relationships.

CRM & sales administration

- Record leads, customer contacts, appointments, quotations and sales opportunities correctly in the CRM system.
- Log a clear next action and follow-up date for every lead and opportunity.
- Keep your own prospect list and sales pipeline up to date.
- Register lost sales and record the reason why.
- Report periodically on sales activities, pipeline and results.

Market & commercial development

- Spot and share market developments, customer feedback and competitor information.
- Support marketing campaigns by actively following up the leads they generate.
- Bring new commercial ideas for customer acquisition and revenue growth.
- Translate market feedback into concrete commercial opportunities.

What you preferably bring

- A completed commercial education at MBO+/HBO level.
- Experience in sales, business development, account management and/or commercial services.
- Experience in logistics, transport or freight forwarding is a plus.
- Strong commercial and negotiation skills.
- A demonstrable willingness to prospect actively and visit customers.
- Good communication skills and a professional approach to customers.
- Good knowledge of Microsoft Office and practical knowledge of Excel.
- Knowledge of air and ocean freight processes, including AWB and Bill of Lading, is a plus.
- Experience with CRM systems is a plus.
- Affinity with AI and modern digital tools is desirable.
- The ability to work independently, set priorities and manage several leads, customers and deadlines at once.
- A proactive, commercial, results-driven and stress-resistant attitude.
- A good command of Papiamentu, Dutch, English and Spanish.

Are you the professional who does not wait around, but goes looking for commercial opportunities?

APPLY

Ready to come on board?

Send your cover letter and CV by e-mail to Mr. Oleana at **doleana@cpostint.com**, with the subject **"Sales Representative Cargo"**. Applications close on **1 October 2026**.

APPLY TODAY

Cpost International