



FORDINGS

Consultant (m/f)

Fordings is a management consultancy in Product-Lifecycle-Management and a strategic sales partner. Through our disruptive consulting model we focus on accelerating small and medium-sized enterprises and startups. We not only develop strategic concepts for our customers, but also execute sales and sustainability management to ensure long-term success.

Our portfolio is a wide range of product offerings – food, consumer goods, lifestyle, technologies and franchising. We work closely with clients to strengthen their business or develop and stimulate new market segments. In a constantly changing global market, our clients thrive on our ability to provide them with a competitive advantage on a local and international level. For either German or international markets, we are looking for a Consultant.

Duties:

- Research prospective clients based on our producers niche products
- Discuss problems with possible customers, whilst finding ways to commercialize new products
- Strategically sell Fordings products whilst developing a relationship with important decision makers at clients, to further mature the business and gain knowledge into all possible opportunities or threats
- Monitor market trends which could affect current or possible new products
- Continually improve personal knowledge of the end clients' strategic goals, and the end users' needs, in order to maximize our value to the customer
- Work closely with Fordings management to identify requirements and recommend changes
- Assist the management with formulating the regular sales budgets for the assigned customers
- Travel throughout assigned territory to speak with current and prospective clients and end-users
- Display or demonstrates product, using samples, whilst emphasizing features
- Quotes prices and prepare sales contracts for obtained orders, whilst estimating product delivery dates to customer
- Prepares reports of business transactions and keeps expense accounts
- Investigates and resolve any possible customer problems

Requirements:

- A minimum of 2 years sales, consulting or marketing experience
- Strong negotiation skills
- Self-motivated
- A professional appearance with a high level of integrity
- Good organizational skills
- A valid drivers license