

Sales Support

at sennder

Wrocław, Poland

sennder is a European digital freight forwarder looking for a Sales Support to join our Acquisition Sales team.

The role is based in our Wrocław office. Do you want to help us shape the future of the logistics industry?

We value humility and we're as interested in your character as we are in your talent. Please apply, even if you feel you only meet part of our listed criteria. Diversity drives innovation and we offer an international and friendly work environment with an energetic company culture. Just be yourself and maybe you'll bring something valuable to the role we didn't initially think of.

If you're passionate about taking yourself, sennder, and the logistics industry to the next level, curious, and driven by solving puzzles and influencing how we reach our business goals, then you might be who we're looking for. What others may consider uncertainty, you see as an opportunity to learn and be proactive, while being a team player and understanding how your personal development intersects with the company's growth.

As a Sales Support you'll work on interesting responsibilities like increasing our clients pipeline in order to keep expanding our sales operations and stabilize our rapid growth.

You'll be collaborating closely with our local sales team to continuously search for new opportunities.

sennder is Europe's leading digital freight forwarder at the intersection of where technology meets logistics. Through our proprietary transportation operating system, built by our in-house tech teams, we not only connect shippers to our fleet of thousands of trucks, but also improve how they move products in sustainable, cost-efficient, and transparent ways - making the logistics industry fit for the future. In a traditional industry, we're growing and moving fast to digitally automate all road logistics processes.

You can be part of one of Europe's latest growth stories as we fast-forward road logistics into digitalization.

Get to know us, our culture, green business, funding history, and more on our [blog here](#).

In this role you will:

- research the best sources and qualify leads based on defined criteria.

- maintain and expand our customer database
- work closely with our sales teams and be an important part of preparing the sales process

To get there you will need:

- Previous experience in administration position
- Familiarity with Excel and PowerPoint. Previous experience with CRM (particularly, Salesforce) would be highly valuable
- Curiosity, you like to research and to investigate, you like using new tools and softwares
- Structured and process driven
- Logistics or lead research background, as bonus points
- Fluent English and Polish. Fluency in other European languages is a plus

What you can expect:

- A fast-growing company, transitioning from *startup* to *scale-up*, where your work will make an impact on our growth and lead to several career opportunities.
- An international team of 800+ people with 65+ nationalities spread across 7 country offices with English as our company language.
- A quarterly feedback and review process for personal development. We also use “*Objectives and Key Results*” for company goals.
- A structured promotion process, providing everyone with fair and transparent career growth.
- Learning and development opportunities on the job and through conversations with your manager.
- Various opportunities to connect with colleagues, formally and informally, digitally or in person (when allowed), through regular team events, company get-togethers, and partnership events with other companies and local organizers.
- When in office: unlimited snacks, drinks, and fruits.
- Gym membership, private healthcare, group insurance.

At sender we want to maximize the individual’s potential for all employees and reinforce an inclusive culture and environment of continuous learning that empowers people to succeed as a team. In addition to humility, we value commitment, team spirit, respect, and kindness to build trusted relationships across teams. Learn more on [our career site](#).