



SUB60 Medical Logistics - Telesales

AUCKLAND BASED

Be part of a super smart and high performing team

SUB60 Medical Logistics is the New Zealand market leader in providing a high-end diverse suite of time critical, temperature controlled, secure courier and logistics services. At SUB60 Medical, our team lead our innovative thinking, creating logistical outcomes that were never thought possible, to constantly impress our great customers. We partner with worldwide medical logistics supplier CRYOPDP, offering the very latest medical transport technology to the clinical trials industry.

Our team are looking for a tenacious, energetic, and self-motivated individual to take on this exciting opportunity and join our high performing Commercial Sales team.

As a phone-based Sales Consultant, you'll be responsible for identifying new business opportunities for our SUB60 Medical Logistics brand, while also servicing and maintaining strong relationships with our existing customers.

Key attributes our team are looking for, is a self-motivated, customer centric person who takes ownership of customer requirements and issues.

The successful candidate will also demonstrate the following attributes:

- Driven and motivated to succeed
- Resilient and won't let setbacks get you down
- Thrives within a team environment
- You will have worked in telesales or a solutions-based customer services role
- Dedicated to providing excellent customer care and satisfaction
- Have an excellent telephone manner

This role is full time, Monday to Friday and involves:

- Identify, target and attain potential new business opportunities
- To appropriately and effectively manage and maintain existing accounts as defined by the telesales portfolios
- Increase customer base in market share and revenue
- Develop strategic internal and external relationships
- Put together solutions that only SUB60 Medical team members can do

What's in it for you?

- Base Salary + uncapped commission
- Work with great contractors and an existing awesome team that will support and help you succeed
- You will be encouraged and mentored to grow and develop within the business

- Working with a high performing team that love to have fun, celebrate success, and work collaboratively to lead our industry through creating logistical outcomes that constantly impress our clients

We are proud to be recognised as one of New Zealand's Employers of Choice. When asking our team what they like best about being part of the SUB60 team, they will tell you it is our people and our culture.

With our values at the heart of everything we do, we are committed to creating opportunities and new possibilities for our employees. So, apply now and be part of a heart stopping but life preserving brand.

We embrace equal opportunities and promote wellbeing, diversity, and inclusion.

If you possess the above strengths and want to join a great team environment we want to hear from you.

Jani Spoor

Sales Manager – SUB60 Medical Logistics

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