



# Lufthansa Cargo

## Inside Sales Representative (part-time, 50%)



Are you ready for a new challenge in our sales team, where you can combine your kindness and negotiation skills to find the best solution for our customers in Switzerland?

Do you want to be part of a great and motivated team? Then this job is for you!

### FACTS

Location

**Basel**

Employment level

**Direct entry**

Function

**Sales / CRM**

Working time

**Part time**

## Tasks

In this role, your responsibilities and duties may include:

- Books standard and special products which include OAL (Other Airline) segments and conducts a loadability and profitability check before offering a rate.
- Makes quotations for ad hoc pricing requests following the rules of Target Pricing and considering profitability, the customer's willingness to pay and upselling potential.
- Consults customers in finding the right product, and pro-actively sells customer-oriented transport solutions in collaboration with the Handling department and in close co-operation with Outside Sales.
- Has responsibility for accounts including easySales management.
- Basic handling is also part of the Inside Sales, e.g. ordering of RFS, flight and truck preparation/planning and tracing.

*\*All other duties as assigned or required.*

### About Lufthansa Cargo AG

Lufthansa Cargo Aktiengesellschaft, headquartered in Frankfurt am Main, Germany, is a subsidiary of Deutsche Lufthansa Aktiengesellschaft. Lufthansa Cargo ranks among the world's leading air freight carriers and currently employs about 4,150 people worldwide. Lufthansa Cargo focuses on the airport-to-airport business. The cargo carrier serves around 300 destinations in more than 100 countries with its own fleet of freighters, the belly capacities of passenger aircraft operated by the Lufthansa Group and an extensive road feeder service network. The bulk of the cargo volume is routed through Frankfurt Airport.

Apply on:



Questions? Contact us:

Julia Weinheimer, Manager Sales and Handling BSL  
E-Mail: [julia.weinheimer@dlh.de](mailto:julia.weinheimer@dlh.de)