



Business Research Consultant

Job Responsibilities

LHC is looking for a Business Research Consultant to join our team and drive the business forward through exceptional client care and customer service. The prime objective is to explore new profitable business by seeking out and fostering potential opportunities, also relationships with our existing clients. In close cooperation with support staff, this position involves the development and presentation of concepts. On a day to day basis the secondary objective is the involvement and management of the end to end sales process.

Other responsibilities are:

- Clients' requirements follow-up via project management approach
- PowerPoint presentations to prospects senior management to "sell the solution"
- Net-working
- Keeping an ear to the ground
- Ferreting out potential business

Job Requirements

The ideal candidate will have the following skills and attributes:

- General knowledge of transport or logistics
- 1-4 years relevant experience in sales and account management
- Academic or HBO level education on communication and sales
- Excellent verbal and written communication skills in English, Dutch and preferable another European language
- Strong negotiation and communication skills
- Customer focused
- Entrepreneur drive

Job Offer

You will become part of a team of professional logistic consultants and engineers in a fast growing, dynamic and flat organization. The keys elements that drive our business are loyalty, integrity, control and partnership. This helps us to focus on the elements that matter to our client and create value to our organization as a whole.

Our organization allows you to develop and to ensure the right entrepreneur attitude we envision. We offer outstanding salary conditions and secondary elements, like education and career path, which are aligned to meet the individual needs.

To apply, please send your resume accompanied by a clear letter of motivation, to:

LHC Consulting, Attn. Human Resources, Dr. Holtropaan 50, 5652 XR Eindhoven, or send an email to careers@lhc.nl.