Business Development & Onboarding Specialist – Courier Sweden

Driven by new customers, commercially minded and passionate about serving customers better, every day? At Blue Water, Shipping the colour of service is Blue – join our dedicated Courier team in Malmö!
You will help small and medium-sized companies in Sweden find fast, reliable and flexible express and courier solutions – and help us build a sustainable, long-term presence in the Swedish market based on strong and lasting customer relationships.

Your new team

You will become part of a close-knit team where we play as a team – and we play to win. Collaboration, structure and a positive attitude are key to creating results in a busy – but always engaging – workday.

Business development and onboarding

Courier at Blue Water is supported by a strong operational structure and efficient systems that enable us to keep our promises and deliver high-quality solutions to our customers. In this role you take responsibility for the whole customer journey, from first contact to first booking – because our business is built on trust.
Your main responsibilities will include:

- Seeking out and developing relevant SME customers
- Preparing and sending quotations and tailored solutions
- Following potential customers from first contact to start-up
- Introducing and onboarding new customers to MyBWS and our Courier solutions
- Building and developing your own portfolio of small and medium-sized customers
- Identifying additional potential with existing customers
- Working closely with Sales, Air, Sea and Road when opportunities fall outside your segment – we win together as one Blue Water

Engaged and responsible

Experience from sales or customer-facing work within transport and logistics is an advantage, but not a requirement. We are open to a junior profile. Strong communication skills in both Swedish and English are important. Our IT systems are an essential part of the job, so you should be comfortable working with the Microsoft Office package and CRM, and have the IT skills and curiosity needed to quickly learn and navigate new systems.
We are looking for someone who:

- Is positive, energetic and contributes to a great team spirit – we play as a team
- Is service-minded and customer-focused, and works with passion to serve customers better
- Is self-driven, persistent and results-oriented, and keeps promises
- Is structured and good at following up
- Can work independently as well as effectively as part of a team, and constantly questions status quo to improve how we work
- Has a strong commercial mindset, builds long-lasting relationships and enjoys finding the right solutions for our customers

Responsibility and challenges

At Blue Water, we have an informal and open working environment where there is room for everyone to contribute. Our values – The Blue Water Way – guide our decisions and our everyday work. We take care of each other, our partners and society, and we are proud of our workplace, with great emphasis on employee development, well-being and

collaboration.

We offer you:

- Employment in an informal company culture that we are proud of and continuously work to maintain
- A role where you build your own portfolio and make a real difference to our growth in Sweden
- Close collaboration with colleagues across Courier, Sales, Air, Sea and Road
- Focus on your development, well-being and a strong team spirit

Ready to join the Blue Water team?

Together we create solutions. Send your application as soon as possible, we read, assess and invite for interview on a running basis.

If you have any questions contact Kenneth Reimer Friis, Senior Manager Courier Sweden & Norway.