

Senior Solution Consultant_Logistics/Logtech

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Company: Trimble

Location: Poland

Category: other-general

At Transporeon - A Trimble Company - we embrace transformation and change in total sync with one another. We rethink, reinvent and rework ideas from one moment to the next – as many times as is necessary to get the job done right. That’s how we respond to the new challenges that we face every day. And regardless of whether you are just starting your career or are already a pro – we believe you can be the transformation. Are you ready?

You can find more information about Transporeon as an employer here > >

You are ready if you have...

at least 3 years of experience in logistics, especially in road transportation, and proven experience in consulting pre-sales;

support new prospect sales, assessing their fit, and crafting appropriate solution proposals including business cases;

experience in consulting solution implementation;

run discovery sessions with customers to understand their pain points;

conduct solution and integration design sessions to understand customer requirements;

excellent written and verbal communication skills;

in-depth knowledge in setup and integrating logistics solutions;

proficient level of English. German and/or French fluency is nice to have but not mandatory.

We are ready and waiting with...

unlimited potential to develop and grow personally and professionally;

the opportunity to work from anywhere in the world with a fully remote motivated team;

a competitive and attractive salary with a permanent contract;

the great chance to work independently as much as part of an international team;

a friendly recruitment process which gives you the chance to get to know us as well as to show your attitude.

the opportunity for you to transform into

a trusted point of contact for our customers;

expand your knowledge and experience in applied Artificial Intelligence;

an expert in your field of engagement (Autonomous Procurement).

About Our Team

Our consulting team focuses on Autonomous Procurement - an Artificial Intelligence-based solution that has proven to be effective in every major global freight market.

Fully remote possible, assisting customers in the European time zone.

You will collaborate with your manager to establish mutually agreed-upon targets, and you will need to align your schedule to meet these objectives.

Our Inclusiveness Commitment

We believe in celebrating our differences. That is why our diversity is our strength. To us, that means actively participating in opportunities to be inclusive. Diversity, Equity, and Inclusion have guided our current success while also moving our desire to improve. We actively seek to add members to our community who represent our customers and the places we live and work.

We have programs in place to make sure our people are seen, heard, and welcomed and most importantly that they know they belong, no matter who they are or where they are coming from.

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