

Customs broker with sales experience



At **Celní jednatelství Zelinka**, we care above all about the quality of our services and the satisfaction of our employees.

Our company, which has been operating on the Czech market for **more than 25 years**, processes customs documentation at **7 Czech and 13 foreign branches** – from Bucharest, Romania, through Szczecin, Poland, to Manchester, UK. We are no longer a small company. Our clients include businesses that **export or import goods from/to the EU**, and we assist them with customs communication and provide additional services related to international trade.

Start date is possible by agreement, and if there is mutual interest, we will soon meet in person for an interview! The **HR Manager from the Czech Republic** will contact you regarding the interview date.

WHAT AWAITS YOU?

We are looking for someone who will play a **key role in business development** and strengthen our **position in Ukraine**. You will **monitor and analyze the market**, identify new business opportunities, and **present our company** to potential customers. You will prepare **service offers and price calculations**, set up the **scope of cooperation**, involve relevant colleagues from our branches, and then **monitor client satisfaction** and handle their **requests/suggestions**. Within our organization, you will cooperate with the **Country Manager**, other branches, and **report to company management**.

HOW DO WE IMAGINE YOU?

You have **at least 5 years of experience** as a customs broker.

You are familiar with **sales activities**.

Due to the international scope of the company, you have **communicative English skills**.

You are a **professional** who acts independently, with an entrepreneurial mindset and the **drive to move things forward**.

WHAT CAN YOU LOOK FORWARD TO?

Attractive financial compensation corresponding to the responsibility of the position – a **combination of fixed salary and performance-based bonuses**.

Trust of management and room for your own initiative – you will have the chance to **influence business direction in Ukraine**.

Career growth opportunities together with the branch.

Background of a stable European company that is a significant player in the customs sector.

We are **open to different forms of cooperation** – whether **employment contract or self-employed collaboration** (invoice-based).

If you find yourself in most of these points, **don't hesitate to send us your CV** at HR@zelinka.cz, and we look forward to a possible **personal meeting**.