



Join our global Sales Team in Denmark!

Are you interested in working in a sales department with multicultural clients and a broad variation of services within a global network? Alfa is recruiting Internal Sales Consultant to our Copenhagen office in Hvidovre.

Alfa is the largest provider of immigration, relocation, and international moving services in the Nordics with over 250 employees and 9 offices. Alfa manages mobility and assignment services in 150 countries annually, offering tailored solutions to public organizations, corporate clients, industry partners, and private individuals.

Job description

As a Sales Consultant at Alfa you'll be a part of a successful company that provides peace of mind for people on the move. Alfa's dynamic sales team consists of experienced colleagues who handles requests and bookings for international moves for corporate accounts. We work in an international environment with English as our main language and Danish as a complementary language.

As a Sales Consultant you will be responsible for maintaining communication throughout the sales process with customers, assignees, various suppliers, production departments and partners worldwide. Your day will include net and gross calculations, preparing files for production, invoicing, reporting and follow-up on services. You will also act as an advisor to our accounts and assignees and give them the initial guidance towards their move.

We work in Alfa's own internal IT system. The system ensures that all check points in the move process are observed and completed in accordance with Alfa's regulations for a successful move.

Who are you?

We are looking for someone with experience from sales preferably in the logistics area. You need to be a very skilled communicator both verbal and in writing. It comes easy for you to create good relations with new contacts, and you give a confidence-inspiring impression.

Personal characteristics

- You work in a structured way
- Can adapt to working with many fixed procedures
- Good at communicating proactively and managing processes
- Quick to identify potential problems and find solutions
- Good cultural understanding and empathetic

Moving abroad can sometimes be challenging and to perform well in this position you will also need a good understanding of the process and a way to easily calm escalating situations and find solutions. We think that you are an excellent problem solver with a strong customer service focus.

Teamwork is the core of Alfa's success. You are a motivated team player in a dynamic and fast-moving team, but you are also confident in working independently and have a good sense of humor striving to play an important role for continued accomplishments.

Working hours

Full-time

How to apply

Send your application together with your CV to: hr@alfamoving.com no later than **June 20, 2025**.

Please write "**Sales Consultant – Copenhagen**" in the subject field. Applications will be reviewed on a continuous basis, so please do not hesitate to apply as soon as possible.

If you have any questions regarding the position, you are welcome to contact **Anders Lollike, Business Manager Move**, anders.lollike@alfamoving.com or by phone **+45 28 49 48 63**.

You will become a member of a high-achieving and motivated multi-cultural team supporting our extensive internal operations network. We are fully committed to diversity, equity, inclusion, and belonging and foster an inclusive work environment where everyone's unique perspectives are valued and respected.