



PR/087081 | SaaS Sales Director of EU (m / f / d)

## Job Information

**Recruiter**

[JAC Recruitment Germany](#)

**Job ID**

1549812

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Poland

**Salary**

Negotiable, based on experience

**Refreshed**

July 8th, 2025 17:34

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

**OVERVIEW**

Our client is a global SaaS leader revolutionising logistics technology, empowering over 300+ enterprise customers across industries such as logistics, retail, manufacturing, and automotive. With a strong global presence spanning the Middle East, India, Europe, and Southeast Asia, they work with industry leaders.

**KEY REQUIREMENTS:**

- At least 8 years of experience in SaaS sales or business development, specifically expanding business to B2B or enterprise clients
- Well-versed in European logistics and supply chain business landscape

**JOB RESPONSIBILITIES:**

- Own and achieve the sales quota for the European region, driving revenue growth.
- Develop and manage strategic relationships with enterprise clients across multiple industries.
- Lead the end-to-end sales process, including qualification, evaluation, and contract negotiation.
- Leverage marketing insights across geographies and collaborate with internal demand generation teams to build a strong sales pipeline.
- Establish the company as a thought leader in the logistics tech space within the EU market.
- Identify and develop new business opportunities while expanding existing customer accounts.
- Work collaboratively with internal teams including Product, Customer Success, and Marketing to drive customer success.
- Maintain strong CRM hygiene, ensuring accurate tracking of sales activities and pipeline.
- Stay updated on market trends, competitive landscape, and industry developments.
- Travel across Europe as needed to support sales efforts and strengthen client relationships.

#### REQUIREMENTS:

- Professional experience in sales, business development, or key account management with a proven track record in exceeding sales targets in SaaS or software and solutions industries
- Ability to build and execute successful sales strategies for diverse markets
- Excellent communication, negotiation, and relationship-building skills
- Experience in using CRM tools and maintaining structured sales cadence
- Ability to travel across Europe is required

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#### Company Description