



PR/087314 | Senior Key Account Manager (Logistics - 4PL) (m / f / d)

## Job Information

**Recruiter**

JAC Recruitment Germany

**Job ID**

1571228

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Germany

**Salary**

Negotiable, based on experience

**Refreshed**

March 31st, 2026 14:00

## General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

**OVERVIEW**

A logistics company from the Netherlands, providing customised supply chain management solutions under 4PL, warehousing, and freight forwarding services. The company manages over 200,000 containers annually and operates more than 20 warehouses across key port cities in the region.

**KEY REQUIREMENTS:**

- Able to relocate or commute to Rotterdam, Netherlands
- Business level in German and English communication skills
- Experience in sales, key account management, or business development from the logistics and supply chain industry
- Strong command of 4PL, Ocean freight, Air freight, etc.

JOB RESPONSIBILITIES:

- The incumbent is expected to be responsible and accountable for the customers within EU.
- Establish close relationships with key decision makers.
- Offer customised and tailored logistics solutions to the customers
- Be accountable for commercial negotiations, for example, contracts, service rates, etc.
- Be the customers' point of contact for strategic and tactical relevance, especially for commercial and operational matters.
- Strengthen clients' relationships and maintain satisfaction.
- Work closely with shipping agencies, sales & business development, operations, IT, accounting & finance teams to deliver services effectively.
- Manage a small team remotely

JOB REQUIREMENTS:

- Minimum 10 years of working experience in commercial roles such as key account management, sales, or business development
- Business background in logistics and supply chain industry
- Team management experience
- Able to travel in the EU and other countries outside the EU (Business travel might be around 60-70% of work)
- This position will be hired under the Dutch contract which the first contract is 7 months, including 1 month of probationary period. And after 7 months, the employment will be permanent.

BENEFITS:

- Hybrid work (But required to commute to the Rotterdam office)
- 25 days of annual leave
- 8% Holiday allowance
- 7% Pension allowance
- Car allowance
- Sales commission
- Laptop and mobile phone will be provided

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Company Description