



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

February 17th, 2026 02:00

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

#LI-JACDE

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.de/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.de/terms-of-use>

Company Description