



PR/087350 | Sales Manager (Logistics & Transportation) (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1575437

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 10:01

General Requirements

Minimum Experience Level

Over 6 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 leading multinational logistics company, specialising in large maritime and Ro-Ro transportation operations across continents around the world. Offering freight transport, passenger transport, ports and logistics services with highly efficient delivery, reliable, and innovative services operations.

KEY REQUIREMENTS:

- Background in hunting commercial roles such as sales or business development from the logistics and supply chain industry
- Strong background in OOG cargo, Breakbulk, RoRo shipping, or maritime commercial
- Experience in working with Automotive clientele
- Business level in German and English communication skills

JOB RESPONSIBILITIES:

- As a sales manager, you will be responsible for the full sales and business development lifecycle, from establishing sales pipelines to sales closures. The targeted clients are automotive/OEM companies and manufacturers in Germany.
- Expand portfolio by acquiring new clients and developing commercial activities for the “vehicle transport services” business sector.
- Build professional relationships with key decision makers of targeted clients.
- Negotiates freight contracts and ensures customer satisfaction in the global Ro-Ro market. As well as long-term and spot freight agreements, including pricing and capacity.
- Collaborate with internal teams to provide impeccable services and align on customer requirements.

BENEFITS:

- Remark: This position will be employed under another country’s entity in the EU (Not under a German entity)
- Annual leave: 22,5 days
- A company car
- Corporate bonus (based on employee’s performance and company turnover)
- 100% Remote work
- Laptop and mobile phone are provided

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Company Description