



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

募集職種

人材紹介会社

ジェイエイシーリクルートメントドイツ

求人ID

1549812

業種

物流・倉庫

雇用形態

正社員

勤務地

ポーランド

給与

経験考慮の上、応相談

更新日

2025年07月08日 17:34

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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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会社説明