



PR/086925 | Contract Logistics BD / Sales (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

1562547

業種

その他（商社）

雇用形態

正社員

勤務地

オランダ

給与

経験考慮の上、応相談

更新日

2025年10月21日 10:40

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

COMPANY OVERVIEW

Our client is looking for a dynamic Contract Logistics Sales Representative to join their team in the Netherlands. This individual will be responsible for identifying, pursuing, and closing new business opportunities in the contract logistics sector, focusing on long-term, customized solutions for customers. The ideal candidate will have expertise in supply chain solutions, warehouse management, and logistics operations.

JOB RESPONSIBILITIES

Sales and Business Development:

- Identify potential clients and target opportunities in contract logistics, including warehousing, distribution, and supply chain management.
- Develop tailored sales strategies and proposals for clients based on their specific business requirements.
- Negotiate and close long-term contracts with customers to provide comprehensive logistics solutions.

Account Management:

- Build and maintain strong, long-term relationships with key accounts to ensure customer satisfaction and retention.
- Serve as the primary point of contact for clients, addressing their logistics needs and ensuring that service expectations are met or exceeded.
- Collaborate with internal teams to ensure the seamless execution of logistics services and efficient operations for clients.

Market Analysis and Strategy:

- Research industry trends, competitor services, and market conditions to develop targeted sales strategies.
- Conduct detailed needs assessments for each prospect to determine the most suitable logistics solution.
- Keep up-to-date on advancements in logistics technology and services to maintain a competitive edge in the market.

Collaboration with Operations:

- Work closely with the operations team to ensure accurate and effective service delivery for contracted logistics services.
- Ensure smooth implementation of new contracts by coordinating with warehousing, transportation, and supply chain teams.

Reporting and Documentation:

- Track and report on sales activities, including lead generation, meetings, proposals, and conversions.
- Provide regular updates on sales targets, achievements, and market feedback to management.
- Maintain accurate records of all client interactions, contracts, and business development activities.

JOB REQUIREMENTS

- Bachelor's degree in Business, Logistics, Supply Chain Management, or a related field (preferred).
- Fluent English , Business level in Japanese or Cantonese.
- Minimum of 3 years of sales experience in logistics, supply chain, or warehouse management solutions.
- Strong understanding of contract logistics, including warehousing, distribution, inventory management, and supply chain solutions.
- Excellent communication, negotiation, and presentation skills.
- Ability to develop tailored sales proposals and solutions for complex logistics requirements.
- Proficient in CRM software, Microsoft Office Suite (Excel, Word, PowerPoint), and other sales tools.
- Strong relationship-building and account management skills.
- Ability to manage multiple projects and priorities in a fast-paced environment.

BENEFITS

- Competitive salary with performance-based bonuses.

Due to the high volume of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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.

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会社説明