



PR/087350 | Sales Manager (Logistics & Transportation) (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

1575437

業種

物流・倉庫

雇用形態

正社員

勤務地

ドイツ

給与

経験考慮の上、応相談

更新日

2026年02月03日 10:54

応募必要条件

職務経験

6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

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

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

#LI-JACDE

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会社説明