



コントラクト ロジスティクス 東欧向け新規開拓営業（ハンガリー支社） 日英必須

★これまでの物流経験を活かしてヨーロッパで活躍★

Job Information

Recruiter

JAC Recruitment Germany

Hiring Company

日系大手物流企業 ハンガリー支社

Job ID

1529292

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Hungary

Salary

7 million yen ~ Negotiable, based on experience

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Hourly Rate

ユーロでの給与支給, 自動車運転免許必須

Holidays

(土日・ハンガリーの祝日) ローカル採用のためハンガリーの労働基準法に則る

Refreshed

March 28th, 2025 18:59

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent (Amount Used: English usage about 75%)

Minimum Japanese Level

Business Level

Other Language

Chinese (Cantonese) - Business Level

広東語があれば尚可

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description**COMPANY OVERVIEW**

日系大手物流企業ハンガリー支社にて東欧向けコントラクトロジスティクス営業を新規募集！コントラクト・ロジスティクス分野における新規顧客の開拓を担当し、顧客向けの長期的かつカスタマイズされたソリューションを提案。サプライチェーン・ソリューション、倉庫管理、ロジスティクス・オペレーションに関する専門知識をお持ちの方、以前ヨーロッパ駐在員として法人営業をご経験の方、ご応募お待ちしております。 ＊本件はローカル採用となり、駐在扱いではありません。

Our client is looking for a dynamic Contract Logistics Sales Representative to join their team in Hungary. 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.

Required Skills**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.

Company Description