



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★

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

採用企業名

日系大手物流企業 ハンガリー支社

求人ID

1529292

業種

物流・倉庫

雇用形態

正社員

勤務地

ハンガリー

給与

700万円～経験考慮の上、応相談

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

時給

ユーロでの給与支給、自動車運転免許必須

休日・休暇

（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

更新日

2025年03月28日 18:59

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

流暢（英語使用比率：75%程度）

日本語レベル

ビジネス会話レベル

その他言語

中国語：広東語 - ビジネス会話レベル

広東語があれば尚可

最終学歴

大学卒：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**

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.

スキル・資格**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.

会社説明