



YUSEN LOGISTICS BENELUX IS LOOKING FOR A:

Land Transport Manager Customer Solutions

LOCATION: BENELUX (ANTWERP, HERENTALS OR MOERDIJK)

Yusen Logistics is working to become the world's preferred supply chain logistics company. Our complete offer is designed to forge better connections between businesses, customers and communities – through innovative supply chain management, freight forwarding, warehousing and distribution services. As a company we're dedicated to a culture of continuous improvement, ensuring everyone who works with us is committed, connected and creative in making us the world's preferred choice.

Yusen Logistics Benelux has branches in The Netherlands, Belgium, Luxembourg and Sweden. We have about 750 colleagues working on these locations.

What's the job about:

In this position you are responsible for business development specifically focused on White Glove Delivery Service via:

- New customer acquisition
- Development of new services with existing YL customers

Main tasks:

- Responsible for customer development
- Responsible for the creation & follow up of the sales pipeline
- Collaborate and support OPCO and Regional management with the implementation of service product development strategy
- Identify and develop the customer opportunities in WGDS based on market knowledge and existing YL customer portfolio – in line with BU the target IV's of the BU
- Consultant Assistance for BD organization in promotion of new business by supporting joint calls and visits and timely delivery of pricing offers
- Assistance to the BU Operations in new business implementation
- Leadership in tender process for WGDS accounts
- Take responsibility for the WGDS sales pipeline
- Assure follow up and timely delivery of reports
- Provide status reporting and analysis of development progress on monthly basis to line manager
- Management of CRM entries and updates
- Support in budget preparation for WGDS
- Assure proper follow up on the offers, contracts, and customer agreements
- Roll-out and execute OPCO & Regional product BU strategy and standards in the Benelux area
- Roll-out customer centric approach /and commercial approach within the area of responsibility
- Develop, drive, and monitor corrective actions in the scope of continuous improvement
- Create new opportunities and ideas to strengthen and develop WGDS market position

Who are we looking for:

A great colleague to join our team and who possesses following qualities:

- Bachelor level or equal by experience in Senior Management position;
- Minimum 10 years of experience within Logistics/ Transportation industry and minimum 5 years of experience in White Glove Delivery Service/ Technical Distribution or other added value services within Land Transportation sector;
- Commercial acumen, organizational leadership, financially driven, analytic mind-set, can reach win-win consensus (negotiator), thinks pro-actively, works independent, deals with priority setting;
- Experience with process redesign, integrating KPI's, service metrics, productivity benchmarks and root cause analysis;
- Effective communicator with good oral and written communication skills in English (other languages preferred). Demonstrates good listening and negotiation skills;
- Develops relationships with customers (external and internal), listens to and understands customer needs;
- Demonstrates openness to new ideas; comes up with useful ideas to improve the way we do things;
- Highly developed computer skills and knowledge of MS Office (Excel, Visio, Power Point...) and sales applications (e.g. CRM);
- Willingness to travel.

Why Yusen Logistics:

We have a lot to offer to the right candidate:

- An informal and international working environment
- Excellent primary and secondary conditions, with respect for work-life balance
- The opportunity to grow

Could you be our ideal candidate?

We're looking forward to receive your CV and motivation letter:

Jobs@bnl.yusen-logistics.com Attn. Anouck Van Steenbergem – HR Business Partner Recruitment.