



YUSEN LOGISTICS BENELUX IS LOOKING FOR A:

Sales Executive

LOCATION: BARENDRECHT

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 Ocean Freight Forwarding.

Main tasks:

- Responsible for customer development;
- Responsible for the creation & follow up of the sales pipeline;
- Assure proper follow up on the offers, contracts, and customer agreements;
- Create new opportunities and ideas to strengthen and develop ocean freight forwarding 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;
- Minimum 2 years of experience within logistics/ocean freight forwarding industry;
- Commercial acumen, organizational leadership, financially driven, analytic mind-set, can reach win-win consensus (negotiator), thinks pro-actively, works independent, deals with priority setting;
- Effective communicator with good oral and written communication skills in English and Dutch. 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.

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.