



YUSEN LOGISTICS BENELUX IS LOOKING FOR A:

Business Development Manager Contract Logistics

LOCATION: BENELUX

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 Contract Logistics 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
- Leadership in tender process
- Collaborate and support OPCO and Regional management with the implementation of service product development strategy
- Conducts cost comparison studies to evaluate service against competitors
- Accomplish daily activity reports to inform management of clients' feedback and to complement proper plan of action for client's request
- Roll-out and execute OPCO & Regional product BU strategy and standards in the Benelux area

Who are we looking for:

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

- Bachelor level or equal by experience;
- Minimum 5 years of experience within Logistics/ Transportation industry;
- Have strong track record in sales and business acumen
- 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
- Self motivated and disciplined with the ability to work with one's own initiative and as part of a team
- 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 Steenbergen – HR Business
Partner Recruitment.**