

Position Description

We are looking for a **Business Development Manager & field sales (m/w/d)**. The position is based in Düsseldorf for our Japan Division.

The Business Development Professional's primary role is to look for and develop new customers/business opportunities, and to assist and support existing customers providing freight forwarding and logistics solutions.

Task:

- Development of new accounts and new business for Air, Ocean, Land and all other DB Schenker product portfolio, coordination for RFQ and tender, creation of quotation and follow up.
- Hunting for, receiving and responding to inquiries
- Assisting and supporting (retention) of existing accounts: Maintain communication with customers, keeping the quality and customer service requirements of Japanese companies.
- Creation of Standard Operation Procedures (SOP), instructions to operations in Germany and all destination/origin related engagement.
- Handling of commercial negotiation: Directly in contact with senior management and logistics/customer service person in charge.
- Liaison between Germany and Japan
- CRM usage (Sales Cloud and related platforms)

Knowledge and Skills:

- University degree or a proven track record of business development
- Min. of 5 years working experience in international freight forwarding or logistics industry
- Native language Japanese is an advantage
- Good English communication ability (written, verbal, presentation)
- Additional German communication skills are beneficial
- Advanced user of MS Office
- Proven ability to work effectively in selling and delivering services
- Good team player with excellent organizational skills
- Ability to travel

If you are interested, please contact:

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