



Sales Representative, Waardenburg NL, fulltime

Hitachi Transport System Europe (HTSE) is an international logistics service provider (3PL) that works together with its customers for a suitable logistics solution. Thanks to innovative and tailor-made solutions, HTSE offers a comprehensive range of services with worldwide coverage from its European business units (BU) in The Netherlands, Germany, United Kingdom, Spain, Italy and France.

Our European head office is located in The Netherlands (Waardenburg) and for the Business Development department we are looking for an experienced and highly motivated sales representative.

Your new role

This position requires you to be in charge mainly of two activities. One is to expand the new 3PL business and the other one is to maintain existing customers. The coverage area will be throughout Europe in cooperation with our Japan HQ sales department and our business unit managers. You will work closely with the managing director to discuss the company's future strategy.

Key responsibilities and duties;

- Connecting sales leads from Japan to European entity (vice versa)
- Project management for 3PL business, with Japanese and European colleagues
- Find business opportunity's from existing customers in cooperation with the business units
- Create and improve a sales reports with European group companies
- Coordination of sales meetings with group companies
- Create quotations and presentations for the new logistics projects

Job requirements

- A bachelor level of education, preferably in international business & sales
- At least 7 years of business experience
- At least 3 years of logistics experience, especially for warehousing and transport
- Job experience in a Japanese company
- Working license, visa and driver's license is mandatory

Skills

- Excellent sales and commercial skills.
- Knowledge and understanding of the Japanese and the Dutch culture in terms of ways of doing business, collaborations and working ethics.
- Skills for bridging of Japanese and European colleagues and customers in terms of communication, listening and influencing.
- Languages; Japanese (Native or Fluent) and English (Fluent), for all means of communication. Dutch, Spanish and/or Italian would be a plus.
- Proficiency of MS office (Excel, Power Point).
- Open-mind and customer-oriented mind

Why HTSE?

Working at HTSE offers a challenging position within a dynamic organization with many international colleagues. We take pride in the contribution we make to society and we always act with integrity and fairness towards our customers, suppliers and colleagues.

Hitachi Transport System (Europe) B.V.

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T: +31 (0)418 657 654 / W: www.hitachitransport-eu.com
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We offer a marked-base salary (€ 3500- € 4200, fulltime) and a generous benefits package. This includes an excellent pension scheme, a collective health insurance with an employer's contribution and up to 31 days of annual leave.

If you like the sound of the above and feel energised by the idea of joining a great brand, please apply now by sending your motivational letter and CV to: HR@hitachitransport-eu.com. We look forward hearing from you.

Vacancy closing date: 31 January 2018

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