

Combining the strengths of our parent companies, Hyundai Glovis Ltd. and Stena AB – Stena-Glovis SE's ambition is to become Europe's Leading Finished Vehicle Logistics Provider of Short Sea, Ferry and Deep-Sea services.

With over 100 vessels trading across a Global Deep-sea and European Short Sea & Ferry Network, Stena-Glovis SE is uniquely placed to build a best in class finished vehicle logistics operation and delivering a unique value proposition to our customer base.

Headquartered in Hamburg, Germany, with a sales office in Bremen, Stena-Glovis SE is currently ramping up for the next phase in our growth.

We are looking for a new "**Sales Manager**" located in the Bremen office.

Your task

- Win new customers for Deep Sea and Ferry Service network
- Following-up and maintaining existing customer relationships
- Being on the road with main focus on mid-sized OEMs and forwarders
- High focus on acquiring new business for Stena Line
- High focus on freight forwarder business and relationships
- Support the pricing team
- Support the pricing and industrial accounts team
- Developing a solid and trusting relationship between clients and company
- Assisting the negotiation of contracts with client
- Developing a complete understanding of customer needs
- Exercise good communications between key clients and internal teams
- Resolving key client issues and complaints

Your profile

We expect you to have a successful completed apprenticeship in shipping or forwarding or be a university or college graduate with focus on shipping and transport.

Having work experience of no less than 5 years in a commercial or operational role in shipping, preferred in the RoRo segment.

You should bring experience in sales and some In-depth understanding of company key clients and their position in the industry with you.

Your capabilities to analyse pricing data and sales statistics will help you to translate results into market-oriented freight rates.

You can work self-motivated and self-directed and have strong negotiation skills, with ability to follow-through on client contracts.

In addition, you should bring excellent written and verbal English skills as well as advanced knowledge of MS Office products and a willingness for self-motivated travelling in Europe.

Your advantage

- Performance-based remuneration
- Attractive ancillary services
- Shading task in a growing environment

Contact

If you care to take advantage of this multifaceted and attractive task, we would like to get to know you personally. Please send your relevant application documents as well as your salary expectations to Stena Glovis SE, Dammtorwall 7a, 20354 Hamburg or by e-mail to info@stenaglovis.com. We assure you of extensive confidentiality.