

Our client is one of the world's leading providers of supply chain solutions. The company combines its core products of Contract Logistics, Overland Transport, Air and Ocean Freight to deliver globally integrated, tailor-made end-to-end solutions. To reach the ambitious targets concerning Contract Logistics we are looking for a

Business Development Manager (m/f) Contract Logistics Automotive

Key Tasks and Responsibilities

- ▲ Develop automotive solutions together with program manager
- ▲ Identify new business development potential by screening the market and defining potentials for automotive customers
- ▲ Work closely with the regional / national and the individual country teams to correctly assess opportunities and resources to remote
- ▲ Work through the sales process in conjunction with Worldwide Sales, Corporate Accounts, Field Sales, Solutions, Finance, Legal, IT, and Operations
- ▲ Support quick scan and value assessment of tenders and opportunities for Contract Logistics (incl. Go / No-Go decision)
- ▲ Ensure that key sales objectives and associated strategic and action plans are effectively implemented throughout the region
- ▲ Full responsibility for all aspects of Sales & Business Development for automotive, including the generation of acceptable profits measured against investment, revenue growth, and outstanding customer relations
- ▲ Demonstrate tangible growth of customer base, impact on overall profitability through improved margins and pricing
- ▲ Analyze the customer's requirements, rethink possible solutions and present tangible value propositions to customer's board or supply chain management
- ▲ Involve solution development team as needed to assess business potential for new clients
- ▲ Demonstrate understanding of pricing and proposal models, including savings calculations and gain share agreements
- ▲ Assess and describe the value / saving opportunities of new engagements
- ▲ Ensure a balance between profitability and volume development
- ▲ Validate final version of the proposal and costing to potential new customers
- ▲ Lead the negotiation as the primary customer interface from the sales cycle to the final contract closure
- ▲ Ensure signed contract in place before operational go-live of gained business
- ▲ Be the interface between implementation, operations and the customer and ensure proactive cooperation throughout the sales cycle
- ▲ Respond to all inquiries from sales to qualify for further engagement
- ▲ Ensure that all management reports are completed as required

- ▲ Participate in monthly sales calls
- ▲ Compliance with required customer quality standards

Educational background / Work experience

- ▲ University degree or similar level of education in Logistics business
- ▲ At least two years of Contract Logistics Operations, Logistics Engineering, Project Management experience or Contract Logistics Sales & Business Development
- ▲ Expert in automotive logistics environment
- ▲ Good knowledge and understanding of logistics processes and goods flows covering inbound, put-away, replenishment, picking, packing, order preparation and shipping, furthermore concerning storage optimisation, stock accuracy and cycle counting
- ▲ Concept understanding and development based on customer requirements
- ▲ Contract Logistics costs and calculation awareness
- ▲ Deep market knowledge and network
- ▲ High degree of organizational, administrative, communication skills and self-motivation
- ▲ Ability to work on own initiative
- ▲ Proven ability to manage projects, teams and deliver agreed upon solutions
- ▲ Demonstrated analytical and numeric skills & awareness
- ▲ Ability to set priorities and to keep overview
- ▲ Ability to work independently and within a team
- ▲ Assertiveness
- ▲ Diplomatic and team oriented negotiation skills
- ▲ Strong understanding of Business Development discipline and solutions
- ▲ Strong understanding of IT solutions and the implementation of corresponding IT solutions
- ▲ Excellent communicator both in writing and verbally.
- ▲ Excellent computer literate (MS Office)
- ▲ Language skills: German, English mandatory

If you are interested in this very challenging and prospective position, please apply by sending your complete application including photo and mention your possible starting date as well as your salary expectations per e-Mail to

kontakt@addcongmbh.com (max. 5 MB).

We guarantee you the highest standard of data security for all your documents!
If you have any further questions don't hesitate to contact us.