



ERS Railways is a leading and fully independent private railway company, 100% owned by the HUPAC Group. Throughout its own operations or based on strategic partnerships ERS provides intermodal rail services in several European countries. As a young and dynamic company, we rely on lean and efficient structures.

Our headquarter with its sales and operations management is located in Hamburg. Moreover, we have operational and sales offices in other regions of Germany and the Netherlands.

For our office in Rotterdam we are currently looking for a

Sales Executive Netherlands & Belgium

Your responsibilities:

- Manage customer accounts in portfolio to best match customers' requirements while optimizing yield for ERS Railways B.V.
- Initiate the development of a business plan and sales strategy based on the market in cooperation with the MD, which ensures attainment of sales goals and revenue growth
- Initiate the development of action plans and based on those, penetrate new markets and establish effective search of Sales leads
- Identify, manage and maintain Key Customer Accounts
- Understands the customer's objectives, key strategies, concept, competitors and targets
- Identify account needs, opportunities and key factors for existing customers
- Develop and maintain an outstanding relationship with existing customers
- Pro-actively search, develop and engage into new customer relationships and business – conduct regular sales visits and calls
- Analyze new Sales opportunities and make detailed recommendations to the MD
- Ensure good communication with the traction provider, by providing regular updates on (possible) implementation of new products
- Ensure the customer is informed on actual prices of a product/ starting date and ensure signed commercial contracts are in place
- Communicate all commercial data timely to the internal and external stakeholders
- Provide weekly feedback to the MD regarding sales performance and initiated actions
- Ensure detailed up-to-date knowledge of ERS rail products and customers' main activities
- Represent ERS at trade exhibitions, events and other network gatherings
- Ensure the CRM system is used as the single source of client information and client visit reports are logged and maintained
- Ensure timely/accurate invoicing and timely collection of outstandings in cooperation with Finance and Inside Sales & Marketing

Your profile:

- Commercial education on Bachelor level
- Excellent knowledge of Dutch, English & preferably German
- Knowledge of MS Office
- 5 years commercial experience within the rail/transport/logistics sector
- Customer orientated
- Excellent commercial skills
- Result orientated
- Excellent communication skills
- Eagerness to take ownership
- Able to take decisions in the most cost effective and efficient way
- Respond quickly to changing conditions.
- Excellent analytical skills
- Pro-active attitude
- Thinking in solutions rather than problems

Interested?

If you're interested in applying, please send your CV with motivation letter and salary requirements to:

ERS Railways B.V.

Niederlassung Hamburg

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<http://www.ersrail.com>