



## 新規顧客開発・ビジネスデベロップメント（営業）担当者 Contract Logistics - Japanese Accounts（EU）

【勤務地】オランダ

【雇用形態】フルタイム

【企業】以下、英文参照

【担当エリア】オランダを拠点とした欧州全域

【営業スタイル】New Business Development / Solution Sales / Hunter Sales

※本ポジションは Field Sales が中心で、毎日のオフィス出社を前提としない柔軟な勤務スタイルです。

### 【職務内容】

- オランダおよび欧州の日系企業を中心とした新規顧客開拓
- 既存顧客における新たな物流ニーズの発掘・New Business 獲得
- 顧客の物流・Supply Chain 課題の分析および Solution 提案
- Contract Logistics、Warehousing、Distribution、Inventory Management、Value Added Services 等の提案
- Air / Ocean Freight Forwarding 等の他 Business Line と連携した総合物流ソリューションの構築
- RFQ / RFP / Tender 対応、提案書・見積作成、価格・契約条件の交渉
- Sales Pipeline、Forecast、KPI 等の管理
- Operations、Warehouse、Forwarding 等の社内部門との連携
- 受注後の Operation 立上げ・支援

### 【応募条件】：

#### 必須

- 日本語及びビジネスレベル以上の英語力
- 物流業界での 3 年以上の B2B 営業経験
- 新規顧客、新規ビジネス開拓経験
- Prospecting～Needs Analysis～Proposal～Negotiation～Closing までの営業経験
- Contract Logistics / 3PL / Warehousing に関する知識
- Solution 型の提案営業ができる方
- Sales / Gross Profit / Pipeline 等の数値目標への意識が高い方
- オランダ国内で有効な自動車運転免許があること
- 欧州域内の顧客訪問・出張に対応可能な方
- 社内外の Stakeholder と円滑に連携できる Communication / Coordination 能力





### 歓迎

- Contract Logistics / 3PL / Warehouse Solution の営業経験
- Warehouse、Distribution、Inventory Management 等の実務経験
- Air / Ocean / Road Freight Forwarding の知識・経験
- 欧州の日系企業向け営業経験
- RFQ / RFP / Tender や大型物流案件の獲得経験
- 新規倉庫・物流拠点・3PL Operation の立上げ経験
- 製造業向け物流の経験

### 【待遇・勤務スタイル】

- 実績・能力に見合う高水準の年収 + 休暇手当 + 13thMonth + 業績連動型ボーナス +
- 企業ビザサポートあり
- カンパニーカー
- 企業年金等の福利厚生、年休休暇 25 日
- 顧客訪問・在宅勤務・オフィス勤務を組み合わせた柔軟な働き方
- リロケーションサポートは経験・能力等を考慮し個別に決定

ご興味のある方は宮島（+31-6-14690830）までご連絡ください。もしくは CV をもってご応募ください  
(info@miyajimarecruitment.com)。





## **Business Development & Sales Representative**

### **Contract Logistics – Japanese Accounts (EU)**

**Location:** Netherlands

**Employment Type:** Full-time

**Territory:** Europe, with the Netherlands as the base

**Sales Focus:** New Business Development / Solution Sales / Hunter Sales

#### **Company & Job Profile**

Our client is a global logistics and transportation company headquartered in Tokyo. As the company continues to expand its business across Europe, it is seeking an experienced Business Development & Sales Representative to drive the growth of its Contract Logistics business, with a particular focus on Japanese companies.

Based in the Netherlands, you will be responsible for identifying and developing new business opportunities, as well as expanding existing customer relationships. You will work closely with customers to understand their logistics and supply chain challenges and develop tailored solutions across warehousing, distribution, inventory management, and freight forwarding.

This is a field-based sales position offering a high degree of autonomy. Daily office attendance is not required. You will combine customer visits, remote work, and office-based activities according to business needs.

#### **Key Responsibilities**

- Identify and develop new business opportunities among Japanese companies in the Netherlands and across Europe
- Expand existing customer relationships by identifying new logistics requirements and business opportunities
- Understand customers' logistics and supply chain challenges and develop tailored solutions
- Develop and propose solutions covering Contract Logistics, warehousing, distribution, inventory management, and value-added services
- Work closely with other business lines, including Air and Ocean Freight Forwarding, to provide integrated logistics solutions
- Identify opportunities related to new warehouses, logistics sites, 3PL operations, and supply chain restructuring
- Manage RFQs, RFPs, and tenders, including proposals, quotations, pricing, and contract negotiations
- Manage the sales pipeline, forecasts, target accounts, and sales performance
- Coordinate closely with Operations, Warehouse, Forwarding, and other internal teams
- Support the transition and implementation of new business after contract award





- Build and maintain strong, long-term relationships with customers and key stakeholders
- Conduct regular customer visits across the Netherlands and, when required, other European countries

## **Requirements**

- Native-level Japanese and business-level or higher English
- 3+ years of B2B sales experience within the logistics industry
- Proven experience in new customer acquisition and business development
- Experience managing the full sales cycle, from prospecting and needs analysis through proposal, negotiation, and closing
- Solid knowledge of Contract Logistics, 3PL, and warehousing
- Strong solution-selling and consultative sales skills
- Strong commercial awareness and a results-oriented mindset, with a focus on Sales, Gross Profit, and Pipeline performance
- Valid driver's license and ability to drive in the Netherlands
- Willingness and flexibility to travel within the Netherlands and across Europe
- Strong communication, coordination, and stakeholder management skills

## **Preferred**

- Sales experience in Contract Logistics, 3PL, or warehouse solutions
- Practical experience in warehousing, distribution, or inventory management
- Knowledge or experience in Air, Ocean, or Road Freight Forwarding
- Experience working with Japanese companies in Europe
- Proven track record in winning RFQs, RFPs, tenders, or large-scale logistics projects
- Experience launching new warehouses, logistics sites, or 3PL operations
- Experience in logistics solutions for manufacturing or industrial customers

## **Compensation & Benefits**

- Highly competitive salary + HA + 13th Month + Performance-based bonus
- Company-sponsored visa support available
- Company car
- Company pension and other employee benefits
- Flexible working model combining customer visits, home-based work, and office-based work
- Relocation support may be considered depending on the candidate's experience, qualifications, and individual circumstances

Please feel free to call Ms. Yumiko Miyajima (+31.6.14690830) for more information or you can apply for this job by sending your CV to [info@miyajimarecruitment.com](mailto:info@miyajimarecruitment.com).

