

# Sales Manager (all) Japanese Logistics Accounts 🇯🇵



📍 40472 Düsseldorf

Welcome to the dynamic world of Yusen Logistics!

**About Us:** Yusen Logistics is one of the world's leading providers of logistics solutions, helping businesses optimize their global supply chains. With over 25,000 employees across more than 650 locations in 46 countries, we offer an inspiring work environment with diverse development opportunities. As a company with Japanese roots, we embrace the philosophy of Kaizen – the culture of continuous improvement – in all our business areas.

As **Sales Manager (all) for Japanese Accounts**, you are responsible for acquiring new Japanese-related customers and maintaining strong relationships with existing ones. Your mission is to drive business growth by offering tailored logistics solutions across all modes of transport – air, ocean, land, and contract logistics. This includes regular contact via phone and personal visits to ensure customer satisfaction and to position our full-service offering as a trusted logistics partner.

## Your Responsibilities for Sales:

In this role, you will take responsibility for developing and nurturing long-term business relationships with Japanese customers in the Middel Germany (NRW) region. Inspired by the spirit of Omotenashi – wholehearted hospitality and service – you will...

- Proactively engage with new and existing Japanese-related customers through regular phone calls and personal visits, always aiming to build trust and mutual understanding
- Plan and implement thoughtful sales strategies to achieve sustainable monthly and annual growth targets
- Promote tailored logistics solutions across all service areas – Air Freight, Ocean Freight, Land Transport, and Contract Logistics – with a strong commitment to quality and reliability
- Coordinate tender processes with great care, working closely with our product teams to ensure customer needs are fully understood and met
- Maintain accurate customer data and ensure smooth communication and transparent documentation in our CRM system



- Work collaboratively with colleagues across the Yusen Logistics Group worldwide, and support in resolving operational challenges in a respectful and customer-focused manner

### **Your Profile for Sales:**

To succeed in this role, we are looking for a respectful and motivated team player with strong intercultural sensitivity and a deep understanding of customer expectations. Ideally, you bring:

- A completed commercial apprenticeship or relevant academic background, along with strong experience in field sales – ideally within the logistics industry
- Excellent command of German, English, and Japanese, as well as a deep understanding of Japanese business culture
- Sound knowledge of logistics services – especially in air and ocean freight, land transport, and contract logistics, including both import and export
- A proven track record in acquiring and developing customers, with a strategic mindset and a focus on long-term partnerships
- Strong communication skills, intercultural competence, and the ability to act with professionalism and appreciation in an international environment
- A valid Class B driver's license and the willingness to travel regularly within Germany and occasionally abroad

### **Why Yusen Logistics?**

To Support Your Individual Needs – Whether you aim to lead a healthy lifestyle, have enough time for yourself and others, or further develop your skills – we offer a wide range of location-specific benefits:

- Professional Development: Regular feedback and development discussions, targeted support through high-quality training, and access to our self-learning platform.
- Attractive Working Conditions: Company car, 39-hour workweek, 30 days of vacation, company pension scheme, and financial contributions to capital-forming benefits.
- Additional Perks: Free parking, free Urban Sports Club membership, bike leasing, employee discounts, referral bonus program, and much more.
- Supportive Work Environment: Free beverages and a respectful, family-like atmosphere.

## **Ready to design the future of logistics with us?**

At Yusen Logistics, you will become part of a global team that values trust, respect, and long-term cooperation – especially when working with our valued Japanese customers. If you are passionate about connecting cultures through logistics, we look forward to getting to know you.

Take your chance and apply for Sales Manager! Ms. Andrea Körschenhausen is looking forward to your application! Let's conquer the world of logistics together!

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