



SALES & MARKETING REPRESENTATIVE

Euro Marine Logistics NV (www.euro-marine.eu) is a maritime transport company for the automotive sector and other rolling material. With a team of around 30 people we operate our vessels through the European waters from our office in Strombeek-Bever, Belgium. EML is a 100% subsidiary company of Mitsui OSK Lines (part of MOL ACE) and is in the group responsible for the intra-European shipments.

To strengthen our internationally active team of Sales & Marketing for our Automotive Industry clients and other projects in Europe we are looking to recruit a Sales & Marketing Representative with Strombeek-Bever (near Brussels) as a home base.

Your job

You will work as part of our Sales Team, as the right hand of the commercial director.

We will expect you to work on client specific value propositions, defining deal “win” strategies, develop proposals, capture deals.

Primary Duties and Responsibilities

- Develop close relationships with key customers
- Evaluate and develop new customers through sales leads, contact, market intelligence and service products
- Respond to inquiries from customers and manage quotations
- Participate and support in tender preparations - help defining the price to win
- Maintain and expand business from existing customers
- Coordinate processes and communication between customers and EML's various divisions
- Participate in sales meetings
- Cooperate with other colleagues to ensure that corporate goals are achieved
- Protect the company's profile and image



Your Skills and Experiences

- Experienced Sales representative in logistics services is an advantage
- Enthusiastic about RoRo Shipping and the automotive industry
- Proactive and a high degree of initiative
- Strong communication and teamwork skills
- You are fluent in English (written and spoken)
- Marketing & IT Skills are a plus

Our Offer

- A challenging job in a dynamic and international environment
- Concrete responsibilities within EML's Sales & Marketing Team
- Although internal training will be provided, additional training and development will be encouraged
- A correct salary package with benefits

Do you recognize yourself in this profile? Introduce yourself to us and send your CV and motivation letter [in English](#) to Marielle Metzger – marielle.metzger@euro-marine.eu

