

Sales Representative - Freight Forwarding

Deadline:

Join Scan Global Logistics and help shape our growth in Romania.

Contact person:

Milena Fereníková

Are you a driven sales professional who knows how to turn relationships and market opportunities into business growth? Join Scan Global Logistics and play a key role in expanding our presence in the Romanian market.

Office:

Bucharest, Romania

At **Scan Global Logistics**, we combine global reach with an entrepreneurial mindset. We are looking for a proactive, commercially driven **Sales Representative** to grow our customer base, develop new business, and strengthen our market presence in Romania.

Location:

Bucharest

You will join a local team of **11 colleagues**, working closely with regional and corporate teams in **Hungary** and the Czech Republic. This role offers significant exposure to international customers, decision-makers, and colleagues across our global network, with a high degree of autonomy and the opportunity to make a visible impact.

Your Responsibilities

- Identify, develop, and win new business opportunities
- Manage and grow a portfolio of existing customers
- Drive sales across **Air Freight, Ocean Freight, Road Freight, Rail, Parcel & Express and Contract Logistics services**.
- Build and maintain a strong sales pipeline through prospecting, networking, referrals, and customer meetings
- Lead the complete sales cycle from initial contact through negotiation and closing
- Conduct regular customer visits and business reviews
- Collaborate closely with Operations to ensure successful customer onboarding and service delivery
- Monitor market trends and identify new growth opportunities
- Maintain accurate sales activities, opportunities, and forecasts in CRM systems

What We're Looking For

- 3-4 years of relevant experience in freight forwarding sales is required. Candidates whose experience is limited to general sales or sales in industries outside freight forwarding will not be considered.**
- Solid understanding of the freight forwarding market, with the ability to independently identify and develop new and existing business opportunities across all transport modes
- Proven track record of meeting or exceeding sales targets, revenue goals, and new business acquisition objectives
- Proven track record in business development and customer acquisition
- Strong communication, presentation, and negotiation skills
- Commercial mindset with a passion for building long-term customer relationships
- Self-driven, proactive, and results-oriented personality
- Excellent Romanian and English language skills**, both written and spoken
- Ability to work confidently in an international business environment
- Valid driving licence (Category B)
- Willingness to spend significant time outside the office visiting customers and developing business opportunities

What We Offer

- Competitive compensation package with a **starting salary of 10,000 RON gross/month**, depending on experience, track record, and overall profile
- Attractive **performance-based bonus scheme** rewarding business growth and sales achievements
- Company car or car allowance**
- Meal tickets
- Private pension contribution
- Life insurance
- Mobile phone and laptop
- International exposure within a global logistics organization
- Close cooperation with regional and corporate teams in Romania and the Czech Republic
- Professional growth opportunities in a dynamic and entrepreneurial environment
- A high degree of autonomy and ownership in developing your customer portfolio
- The opportunity to make a visible impact and contribute to the continued growth of SGL Romania

Location: City Gate Building, South Tower, 9th Floor, Piaa Presei Libere 3-5, District 1, Bucharest, Romania

Start Date: ASAP

If you have a passion for sales, understand the logistics industry, and enjoy building long-term customer relationships, we'd love to hear from you.

Apply **HERE** today and become part of the Scan Global Logistics journey or send your CV to mfere@scangl.com.