

Head of Business Development Croatia (m/f)

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Kategorija Senior Management

O KLIJENTU

Our client is a leading international company specializing in road freight and intermodal transport solutions, known for offering flexible logistics services tailored to client needs. Operating with a business model that relies on a wide network of partners, the company ensures reliability and adaptability in service delivery. In the local market, it provides additional services such as customs brokerage, warehousing, and integrated transport solutions.

The Position

The Head of Business Development Croatia will lead efforts to expand our client's market share in Croatia through strategic planning, client acquisition, and the development of long-term partnerships. This role requires a results-driven sales professional with expertise in logistics and supply chain management, capable of navigating the demands of service-oriented industries and achieving growth in a dynamic market.

Key Responsibilities

- Strategic Market Development: Develop and implement a business

development plan to increase our client's market share in Croatia.

- Client Acquisition and Retention: Cultivate relationships with existing clients while identifying and pursuing new opportunities. Leverage professional networks to establish partnerships and drive sales.
- Sales Leadership: Lead sales initiatives for road freight, intermodal transport, warehousing, and customs services, ensuring alignment with company objectives.
- Market Analysis: Monitor industry trends, competitor strategies, and client needs, using insights to refine business development strategies.
- Operational Collaboration: Partner with operations teams to ensure high-quality service delivery across transport, warehousing, and customs solutions.
- Process Improvement: Streamline sales and account management processes to boost efficiency and effectiveness.
- Reporting and KPIs: Measure and report sales performance, delivering actionable insights while achieving key performance indicators (KPIs).

The Candidate

- At least 5 years of experience in sales or business development, ideally within logistics, supply chain, or related industries, or in other service-oriented sales roles.
- Established professional network, with the ability to attract new clients and strengthen existing relationships.
- Familiarity with road freight, intermodal logistics, and low-asset business models is a plus.
- Experience with warehousing or customs services is advantageous.
- Demonstrated success in consultative sales, with the ability to present tailored solutions effectively.
- Proven ability to design and implement strategic growth initiatives.

Personal Profile

- Strong ability to work with cross-functional teams to achieve common goals.
- Excellent analytical, negotiation, and communication skills, with the capacity to present complex solutions to diverse audiences.
- Results-oriented and driven by achieving targets and business growth.
- Strong leadership and team-building abilities, fostering collaboration across departments.
- Adaptability to fast-paced environments and the ability to implement innovative solutions.

What's in it for you?

Our client offers a dynamic and challenging position with the opportunity to influence business outcomes directly. As part of a global leader in logistics, you'll have access to a supportive and innovative environment, competitive remuneration, and benefits such as a company car, bonuses, and additional perks tailored to enhance employee well-being.

If you are an experienced professional with a passion for driving growth in logistics and would like to contribute to our client's success in Croatia, we invite you to apply. Please send your resume and a brief motivation letter in English. All applications will be handled with the utmost confidentiality.

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