



GATX Rail Europe

WE ARE HIRING!
#joinGATX

GATX Rail Europe is a leading, full-service railcar lessor offering a high quality and diversified fleet to over 20 European countries. With an experienced, service-oriented team, we are focused on making railcar leasing and rail transport simple, efficient, and seamless thus we have strategically located offices across Europe. At GATX we empower, develop, and recognize our people, building a culture of excellence, accountability, and respect. We value diversity and open communication to create a collaborative environment. Together, we achieve more and embrace change by challenging the status quo.

To support our growing organisation we are currently looking for

Senior Sales Manager (m/f/d)

Your main responsibilities:

- Manage and strategically develop long-term relationships with international customers and key accounts
- Drive customer and key account acquisition, retention, growth and profitability, including the initiation, negotiation and processing of new contracts, amendments and renewals
- Assess customer needs and prepare tailored offers, proposals and presentations
- Observe market trends, support market research and represent the company at trade fairs, exhibitions and networking events
- Ensure fleet availability to assigned customers and key accounts
- Lead internal sales development projects
- Ensure accurate and up-to-date information in the CRM system
- Initiate and execute local marketing activities and communication initiatives

- Collaborate closely with internal stakeholders

We offer:

- attractive and well equipped workplace in the heart of the city center
- interesting job where you can meet diversified challenges and tasks every day
- international working environment, shaped by team work and a great atmosphere
- appropriate remuneration and social benefits of a modern company
- flexible working time including home office model
- close cooperation and exchange of experience with other skilled teams within the GATX group
- opportunity for professional development with wide range of trainings

You are a good fit if you have:

- Minimum 10 years of proven experience in B2B sales, key account management and business development, international experience in the rail or logistics industry is an advantage
- Experience working with technical products and/or solutions
- Excellent communication, presentation and negotiation skills
- Solid project management skills and the ability to lead cross-functional initiatives
- High level of analytical thinking and excellent digital skillset
- Proactive, solution-oriented mindset with strong ownership and the ability to work independently in a dynamic environment
- Fluency in English and German
- Willingness to travel

This position is subject to the Austrian Collective Bargaining Agreement for Employees in the Spedition & Logistik Industry in occupation group C/I with a minimum salary of € 3.254,00 gross per month. Our salary package is based on current market salaries and starts at 90.000 gross per year.

We are looking forward to receiving your application!

Join our GATX team and let's make railcar leasing easier together.

[Apply now](#)

Want to learn more about us? Watch our video here!

THIS IS US.

MEET GATX RAIL EUROPE.

