



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

Sales Manager (m/f/d)

Your main responsibilities:

- Managing customers acquisition and retention
- Managing and processing of new contracts, amendments and contract renewals
- Assessing customer needs and preparing offers and presentations
- Achieving growth and revenue targets
- Developing and implementing strategic growth plans for the customer portfolio
- Conducting price negotiations and managing contracts
- Monitoring market developments and supporting market research activities
- Ensuring information and data quality in the Customer Relationship Management (CRM) tool
- Supporting new car projects from inquiry to implementation

- Representing the company at trade fairs and events

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:

- Degree in Business Administration, Engineering or a related field; alternatively, a commercial or technical vocational qualification with relevant professional experience in a similar role
- Previous experience in the intermodal transport industry and/or exposure to Scandinavian markets would be an advantage
- Strong negotiation, communication and presentation skills
- Confident and professional demeanor in interactions with internal and external stakeholders
- Strong affinity for technical products and solutions
- Commercial mindset with strong analytical capabilities
- Independent, structured and goal-oriented way of working
- Fluency in English and German
- Proficiency in Microsoft Office applications
- Willingness to travel

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.

