



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:

- Responsible for customer acquisition and retention
- Initiation and processing of new contracts, amendments and extensions of contracts
- Assessment of customer needs and preparation of offers and presentations
- Price negotiations and contract management
- Market observation and support of market research
- Ensuring information and data quality in the Customer Relationship Management (CRM) tool
- Accompaniment of new car projects, from inquiry to implementation
- Representation of the company at trade fairs and events

We offer:

- 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:

- Commercial apprenticeship with several years of professional experience in a comparable position in our industry or in the field of logistics
- Negotiation skills and strong communication skills
- High affinity for numbers
- Confident and friendly appearance in dealing with internal and external interlocutors
- Affinity for technical products
- Independent and structured way of working
- Fluent in Romanian, German and English - written and spoken
- Sound MS Office skills
- Willingness to travel

A minimum salary of € 60,000 gross per year is offered according to the collective agreement with the possibility of overpayment according to your qualifications and professional experience.

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.

