APL, one of the world’s leading ocean carriers, offers more than 110 weekly services and call ports in over 70 countries worldwide. As part of the CMA CGM Group, APL provides container transportation through international shipping network which combines high-quality intermodal operations with advanced technology, equipment and e-commerce. With over 165 years of experience, APL has the knowledge and the expertise to help customers grow their businesses and negotiate in an increasingly complex and ever-changing global marketplace – whether is venturing into new territories or growing in already developed markets.

The CMA CGM Group, led by Rodolphe Saadé, is a world leader of maritime transport. Its 509 ships serve more than 420 ports worldwide on the 5 continents. In 2018, they transported nearly 21 million of TEU (Twenty-feet Equivalent Units).CMA CGM experiences a continuous growth and never stops innovating to propose new maritime, logistical and inland solutions to its clients. The Group employs 37,000 collaborators in the world and 2,400 in Marseilles where is located its headquarters, and is present in 160 countries via its network of 755 agencies.

More information: www.apl.com and www.cma-cgm.com

For our office in Hamburg, starting at the earliest possible date, we are looking for a:

**Teamlead Sales (f/m/d)**

**Your responsibilities:**

- Support of Head of Sales Germany
- Managing and coaching a group of sales colleagues representing a certain market segment/customer group to perform and exceed established KPIs.
- Develop talents within the team
- Lead negotiations and joint sales visits with customers within the segment to achieve desired results and develop close working relationship with customers.
- Closely liaise with respective Head of Sales, Line / Trade Management teams to develop and execute joint strategies and account plans.
- Achieve set sales budgets and targets
- Acquire new accounts that meets directives and objectives as determined by Trades, Management, Head of Sales Manager and Head of Commercial
- Market intelligence and external lead generation activities

**You bring aboard:**

- A drive to ‘win’
- Teamplayer capabilities
- Role model behavior for subordinates and peers
- High level of self motivation to accept and lead the team through change
- At last 5 years experience in Shipping/Transport Industry
People/ Team Management experience and demonstrated leadership skills
Strong interpersonal & communication skills
Negotiation skills

You can expect:

- A dynamic team and good team atmosphere
- An international working environment
- A business unit which aims at growing the business and increasing performance
- Being part of one of the most successful and growth orientated shipping groups

If you are interested and this position matches your qualifications, please send your application with salary expectations and earliest possible date of entry via e-mail to:

hbg.recruiting@cma-cgm.com

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