



Our client is an established "Fourth Party Logistics" service provider and helps its customers to achieve the perfect logistic setup, both strategically and operationally. To strengthen the team we are looking for a

## General Manager (m/f/d)

### Key responsibilities:

- Define and execute a strategic plan for the expansion aligned with company's goals and objectives
- Identify and pursue new market opportunities and develop strategies for business growth and sustainability
- Evaluate market trends and competitive landscape to maintain a competitive edge
- Lead / co-ordinate business development activities to expand customer base
- Manage the tender bidding processes and negotiation of contracts
- Establish and continue long-term relationships with local and international Key Accounts
- Develop and manage annual operating budget and forecasts
- Monitor financial performance against targets and take corrective actions as needed
- Develop, maintain, and nurture relationships with key stakeholders, including owners, customers, and other strategic partners
- Provide leadership and direction to the management team and staff
- Foster a collaborative and inclusive work environment that encourages innovation and continuous improvement
- Lead and supervise 4 PL operations & implementation of new clients
- Ensure new product rollout & implementation is efficient, scalable, and repeatable

### Profile:

- Mature, confident and versatile leader with a deep understanding of the 4PL market
- Proven experience in Transportation Management & Control Tower solutions as well as in process improvement and change management
- Entrepreneurial and cooperative thinking and acting
- Structured, independent way of working
- Demonstrated ability to lead and inspire teams to achieve goals and objectives
- Excellent communication and interpersonal skills, with proven track record of collaborating across departments and communicating with a variety of audiences
- Fluent in English and German

### Benefits:

- Competitive Salary
- Pension Contribution
- Flexible Work Arrangements

Interessierte Kandidaten senden ihre Bewerbungsunterlagen unter Angabe der frühest möglichen Verfügbarkeit und der Gehaltsvorstellung per E-Mail an [Bewerbung@logistik-consultants.de](mailto:Bewerbung@logistik-consultants.de). Für weitere Informationen steht Ihnen Herr Klaus Kothmann telefonisch unter +49 201 8945 364 zur Verfügung.