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NEXRAIL

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(Junior) Account Manager Germany (DE)

NEXRAIL is a Luxemburg-based full-service locomotive leasing company founded in 2021. The idea for NEXRAIL was developed by industrial professionals that form the executive management team. The company is supported by Infravia Capital Partners. InfraVia is a leading independent private equity firm, specialized in infrastructure and technology investments. Since 2008, InfraVia has raised over EUR 10 billion of capital and invested in 35+ companies across 13 European countries.

NEXRAIL's mission is to transition the European locomotive market to a fossil-free future by developing innovative, sustainable locomotive solutions, such as battery and dual-mode traction. The company was launched with the acquisition of a sizable portfolio of leased locomotives from a tier-1 manufacturer. The acquisition was accompanied by a landmark new-build order for innovative, first-of-its-kind, hybrid locomotives. NEXRAIL is scaling up and has an outstanding order book of ca 80 locomotives, which means that the fleet will grow to 130+ locomotives in the next 18 months.

NEXRAIL is expanding its commercial team and is looking for a (junior) Account Manager Germany DE .

Job Description

The (junior) Account Manager will be part of the sales team with and focus on the German market. Your main contribution to the sales team is to build sound relationship with existing and potential customers that translate into high utilization rate of NEXRAIL's German locomotive fleet. The main goal is to manage the existing client relationships. Depending on your level of experience, we will rely on you for expanding the client base.

Success in this role will come from your diligent communication, coordination and implementation of agreements with clients. You will align all internal department, from maintenance to finance, to delivery clients a best-in-industry experience. You make sure that the client relationship is smooth and that problems are promptly resolved. You make sure that all internal stakeholders have access to all the necessary data and information.

Ideally, you have experience in the German rail sector, but it's not strictly necessary.

Key tasks

- Be a first level of commercial contact for clients
- Prepare offers for prospects and clients
- Manage Nexrail CRM tools
- Coordinate the approval and contract processes
- Ensure smooth post-sales service and performance (check arrears, monitoring clients' satisfaction and complementary needs, etc.)
- Monitor and support reaching KPI's regarding sales, budget, performance and strategy reports
- Support with various marketing events

Qualifications

- Fluent German and English speaker, other European languages a plus (French, Dutch)
- Relevant Bachelor degree (BTS-DUT) in sales, business, finance or related field
- 3+ years working experience in a (relevant) business environment
- Excellent organizing skills, accurate, diligent and reliable
- Hands on mentality, positive attitude
- Affinity with transport and/ or logistic sector is a pre
- Willing to occasionally travel (abroad)
- Advanced computer skills (xls, word, ppt, CRM systems)

Starting date is as soon as convenient. The position is based in Rotterdam

Contacts

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