EU Sales Manager e-CMR

Full-time | ’s-Hertogenbosch | Europe, with a focus on Benelux, Germany and France

Help drive Collect + Go’s growth across Europe. In this international sales role, you will open up markets, win new customers and expand our partner network. You will sell an established, proven e-CMR product to shippers and logistics service providers. Your initial focus will be Benelux, Germany and France, with Europe as your wider territory.

The role

You will be responsible for generating new revenue and developing markets across Europe. You will combine direct sales to customers with recruiting and activating partners. You will manage commercial opportunities from first contact through to contract, working with colleagues who provide product knowledge, technical expertise and implementation support. The solution is already in place; your role is to sell it successfully into new markets and customer relationships.

What you will do

- Develop and execute a plan to grow sales in European markets, initially focusing on Benelux, Germany and France.
- Identify, approach and win prospective customers and strategic accounts in sectors including manufacturing, retail and logistics.
- Build and use your network of decision-makers, industry associations, technology companies and logistics service providers to create sales opportunities.
- Grow the partner ecosystem commercially: recruit suitable partners, agree joint go-to-market plans and help partners develop concrete sales opportunities.
- Lead sales opportunities from the first conversation through to contract, including qualification, needs analysis, proposals, negotiation and closing.
- Turn market and customer insights into decisions about target audiences, positioning, sales approach and commercial priorities.
- Manage your sales forecast and pipeline progress, and ensure a smooth handover to implementation and support after a contract is signed.
- Represent Collect + Go at customer visits, partner meetings and relevant events across Europe.

What you bring

- Higher professional education (HBO level or equivalent) and a proven track record in business-to-business sales, business development or strategic account development.
- Experience managing complex sales processes and winning new customers independently, preferably in SaaS, logistics technology or supply chain.
- Experience building partnerships or partner channels; you can align different interests and turn agreements into concrete activity.
- Excellent command of English and Dutch; German and/or French is a strong advantage.
- An entrepreneurial, results-oriented mindset, combined with the patience and structure needed to manage long sales and partner processes effectively.
- The ability to move easily between strategic thinking and practical execution. You enjoy working with others and involve the team's expertise at the right time.

What we offer

- A European role with plenty of scope to shape markets and partnerships.
- An independent position in a growing, internationally active SaaS company with short lines of communication and strong in-house expertise.
- A competitive base salary with attractive performance-related variable pay.
- Laptop, phone, 25 days of holiday and an expense allowance.
- The opportunity to make a visible contribution to Collect + Go's growth and grow with the company.

About Collect + Go

Collect + Go provides an established SaaS solution for digital transport documents and proof of goods handover. Our customers use data from their existing ERP, TMS and other logistics systems to create e-CMRs. The digital transaction is managed across the supply chain through a certified process, making the transfer of goods a formal, verifiable transaction. Organisations in several European countries use our solution, including Procter & Gamble, Nestlé, Smurfit Westrock, Plus Supermarkets, FrieslandCampina, Vos Logistics and Scheuten Glass. Collect + Go is one of the market leaders in the e-CMR niche.

We combine practical implementations with a strong partner ecosystem. Our culture is straightforward: we work professionally, take responsibility and help each other move forward. With short lines of communication and room for initiative, we are building further growth across Europe.

Interested?

Send your CV and a short cover letter to info@collectgo.eu. Please tell us about the international market or partner development you have delivered and which languages you use professionally.