



CARGOUNIT provides railway operators in Poland and across international markets, including Western Europe and Central & Eastern Europe, with comprehensive full-service leasing solutions for modern railway rolling stock. Our mission is to improve the quality of transportation by increasing the availability of low-emission railway rolling stock for both freight and passenger operators. CARGOUNIT's fleet currently includes nearly 250 locomotives available for lease.

Our core values are Professionalism, Trust, Respect, Reliability, and Development. We believe that by living these values, we can become the partner of first choice for our customers and a great place to work for our employees. The key competencies we look for in our team members are collaboration, commitment, diligence, continuous improvement, and the ability to build strong, long-term partnerships with clients.

We are currently looking for a:

SENIOR SALES SPECIALIST (M/F)

Location: **Wrocław**

Responsibilities:

- actively acquiring new customers in Poland, Germany, and Austria,
- building and developing long-term relationships with clients,
- achieving individual sales targets and contributing to budget objectives,
- preparing locomotive leasing proposals,
- managing and supporting tender processes,
- conducting commercial negotiations and agreeing on cooperation terms and conditions,
- maintaining and regularly updating data in the CRM system,
- reporting on sales activities and performance,
- ensuring high standards of customer service quality,
- representing the company at conferences, trade fairs, and industry events.

Requirements:

- at least 2 years of experience in a similar position,
- university degree in engineering, economics, transport, or a related field,
- proficiency in English and German (minimum B2 level), both written and spoken,
- experience in B2B sales on the German market,
- willingness to travel regularly for business purposes within Germany and Austria,
- high level of self-motivation, independence and a strong results-oriented mindset,
- driver's license B category.

Nice to Have:

- experience in the railway, leasing, or transportation industry,
- knowledge of the European railway rolling stock market,
- experience in negotiating and concluding international commercial contracts,
- familiarity with CRM systems.

We Offer:

- employment based on a full-time employment contract,
- an attractive benefits package, including a subsidized sports card and private medical care,
- the opportunity to join a group life insurance plan,
- access to training programmes and professional development opportunities,
- flexible working hours,
- an employee referral program,
- subsidized English language classes during working hours,
- team-building events and employee engagement initiatives,
- the opportunity to gain new qualifications and develop expertise in the railway industry.

If you are interested in this opportunity, please send your application to kariera@cargounit.eu.

Please include the following consent clause in your CV:

"I hereby consent to the processing of my personal data contained in my job application for the purposes necessary to carry out the current recruitment process and future recruitment processes conducted by Cargounit Sp. z o.o., with its registered office in Wrocław, in accordance with the Personal Data Protection Act of 10 May 2018 (Journal of Laws 2018, item 1000). This processing includes the collection, storage, recording, sharing, and processing of personal data. This consent is valid for a period of 365 days from the date of submission of the application."

We would like to inform you that the Data Controller is Cargounit Sp. z o.o., with its registered office in Wrocław (54-207), ul. Na Ostatnim Groszu 3. Your personal data is collected and processed for recruitment purposes. You have the right to access your personal data and request its correction. Providing personal data within the scope specified by the provisions of the Polish Labour Code of 26 June 1974 and its implementing regulations is mandatory. Providing any additional personal data is voluntary.