



#VACANCY

SALES



CARRIER ACCOUNT MANAGER

Here's an opportunity to take a revolutionary technology and completely disrupt the big incumbents in the logistics industry. Quicargo has developed a game-changing product that will transform the way cargo transportation is done currently. Now is the time to appoint a Carrier Account Manager that will take responsibility for the massive expansion of the Benelux carrier network.



ABOUT

QUICARGO

Out of the 6.5 million trucks on European roads, 50% are currently driving around empty. This offers a real potential to use all of that empty capacity, which results in less congestion on the roads, a smaller carbon footprint, more sustainability, and more options for small businesses to move their goods. Avishai Trabelsi and Roni Liberman, two Israeli entrepreneurs, realized that potential and founded Quicargo to fill that market need and change the way logistics works.

Quicargo is a service using a cutting-edge technology which maps the empty capacity on trucks ('carriers'), to companies that need to send goods across ('shippers'). It is a service that finds a match and makes the booking in 30 seconds flat through a seamless, easy-to-use experience. It is like booking a taxi within a minute on your app – and we all know how successful that has

been – so, imagine the potential with 6.5 million trucks in Europe and beyond.

Quicargo's headquarters is located in Amsterdam and the company is now fully operational in the Benelux and Ruhr Area. The startup currently connects more than 2,500 businesses to roughly 7,000 trucks from 300 carriers. Up until now, Quicargo has saved up to 250,000 km of empty truck space on the road and thereby reduced CO2 emission with 3% inside their network. In the last two and a half years, Quicargo's success has been extraordinary. It has grown to \$1M in revenues with growth last year of 400%, it has rounded up a series of well-respected investors, it has signed up industry leaders (ex-TNT) to be advisors, and the team expanded rapidly. If that seems impressive, the plan for the next two years is even more so – the aspiration is to grow the business five-to tenfold, expand into Germany and Belgium, and grow the team even more.

“This is a chance to make a difference to the way the logistics industry works and be responsible for expanding a company across Europe.”

AVISHAI TRABLESI,
FOUNDER

#VACANCY

CARRIER ACCOUNT MANAGER

The Carrier Account Manager will develop and manage the network of trucking companies ('carriers'). On the one hand, this means building partnerships with the key decision makers, negotiating the deal and assuring their service quality. On the other hand, it means connecting with planners, conducting boarding, connecting shared systems and making sure execution is seamless. When setting up partnerships, the Carrier Account Manager can leverage previous experience in the local distribution industry in order to conduct negotiations and to recognize weaknesses and risks.

Considering that until now, Quicargo has connected some of the large carriers and will start making an investment into growing the small-mid size carrier network, the Carrier Account Manager has the freedom and responsibility to turn this into a success. This is an exciting opportunity for anyone who enjoys balancing between the traditional, heavy sector of transportation and the dynamic, agile environment of a disruptive start-up.



CANDIDATE PROFILE

- 5-10 years of experience in business development or sales in the local distribution- or logistics industry
- Bachelor's degree in Engineering, Supply Chain / Logistics / Manufacturing
- Proven track record of growing a company commercially
- Strong analytical and critical thinking skills
- Experience in building/ improving processes
- Experience in using CRM software
- Fluent in Dutch and familiar with Dutch cultural behavior norms



AMSTERDAM



CONTACT



VIVIAN LINKER
CONSULTANT
vivianlinker@topofminds.com