

<https://wheelslogistics.com/job/business-unit-director-m-f-d/>

## Business Unit Director (m/f/d)

### **Structured and conceptual work meets hands-on mentality and a strong sense of teamwork.**

Structured and conceptual work meets hands-on mentality and a strong sense of teamwork. WHEELS Logistics is a leading expert in contract logistics, distinguished by innovation, efficiency and customer orientation. We are relentlessly committed to developing customized logistics solutions that meet the ever-changing demands of our international clients. To drive our growth further and strengthen our market position, we are now seeking an experienced Business Unit Director (m/f/d). In this key position, you will be responsible for the strategic planning, management and optimization of our business units in Portugal and Spain. You can contribute sales strength, combining your entrepreneurial mindset with a strong affinity for logistics. If you have a passion for logistics and leadership and want to work in a dynamic environment, we look forward to meeting you!

### **Hiring organization**

WHEELS Logistics GmbH & Co. KG

### **Employment Type**

Full-time

### **Job Location**

E-46440, Valencia

### **Challenges you will tackle**

- Analyze the needs of existing customers, develop tailored solutions and increase revenue in established business areas.
- Build a sustainable network of customers and business partners to drive significant growth.
- Lead a decentralized team in Spain (Valencia) and Portugal (Palmela), implement personnel initiatives and foster individual employee development.
- Identify new business opportunities and ensure successful implementation with new clients and suppliers, including on-site engagement.
- Ensure compliance with company-wide processes while continuously improving operational procedures at each location.
- Monitor and manage financial and operational key figures, optimize resource use and take full responsibility for the business unit's performance and results.

### **Qualifications that convince us**

- Several (5+) years of experience in (new) customer acquisition and building long-term customer relationships.
- Strong leadership and team-building skills – even across different locations.
- A degree in Logistics, Business Administration, or equivalent qualifications.
- Excellent communication skills in Spanish, Portuguese, English and ideally German.
- High self-motivation, assertiveness and an entrepreneurial mindset.

### **Benefits that will inspire you**

- Work in an engaged team that always strives for excellence and stands out for its exceptional team spirit.
- Take on a demanding management role with diverse challenges.
- Benefit from a company car that is available for both professional and private use.
- Enjoy a company phone provided for your professional communication.

- Choose your workspace flexibly between home office and our locations in Valencia or Palmela.

**Want to find out more?**

Gain further valuable insights into WHEELS Logistics in our [stories](#).