

Sales Manager



Celní jednatelství Zelinka is a stable and reliable European Union company with over 25 years of experience in customs administration and international trade. Our goal is to deliver high-quality services in the customs domain.

We currently operate 20 branches across 6 European countries. Thanks to our strategic footprint, we cover almost all of Eastern Europe and the United Kingdom, where we provide end-to-end customs services: documentation for all customs procedures, customs bond/guarantee arrangements, communication with customs authorities, advisory on customs matters, regulations and tariff classification, as well as support and consulting for implementing AEO and CTPAT certifications.

Start date: by agreement. If there is interest, we'll invite you to an in-person interview soon. Our HR Manager based in the Czech Republic will contact you to schedule a date.

WHAT YOU WILL DO?

We're looking for someone who will play a key role in developing our business and strengthening our presence in Ukraine. You will monitor and analyse the market, identify new business opportunities, and present our company to potential clients. Prepare proposals and service quotations, define the scope of cooperation, and involve the right experts across our branches. Monitor client satisfaction and handle their requests/suggestions. Cooperate closely with the Country Manager and other branches, and report to company management.

WHAT WE'RE LOOKING FOR?

5+ years of experience in sales/business development.

Solid understanding of logistics, transport, and customs administration.

English at a communicative level (we operate internationally).

A self-driven professional with an entrepreneurial mindset and a strong "make-things-happen" attitude.

WHAT WE OFFER?

Attractive financial package matching the responsibility of the role — **fixed salary + performance-based bonus.**

Trust from leadership and room for your own initiative — you'll directly influence our commercial direction in Ukraine.

Opportunity for career growth together with the local branch.

The backing of a stable European company that is a significant player in the customs market.

Openness to various forms of cooperation — employment contract or B2B (self-employed/contracting with invoicing).

If you see yourself in most of these points, don't hesitate — send your CV to HR@zelinka.cz. We look forward to meeting you!