DENKINGER

https://denkinger-logistik.de/en/jobs/dispo-dealmaker/

Freight Dealmaker (m/f/d)

Hiring organization
DENKINGER GmbH

Employment Type
Full-time

Beginning of employment
as of now

Duration of employment
unlimited

Industry
Logistics

Job Location
Röntgenstrasse 6, 89584, Ehingen, Baden-Württemberg, Germany
Remote work possible

Working Hours
by arrangement

Date posted
22. October 2026

Valid through
31.07.2027

Description

Scheduling. Relationships. Business Development.
You know the transportation market, understand how to build strong relationships, and want to do more than just process orders.

As **a Dispatcher & Dealmaker**, you combine traditional dispatch management with active customer and carrier management. You coordinate shipments, develop profitable relationships, and gradually build your own customer network, which you will maintain and grow over the long term.

In this role, you'll work with a high degree of autonomy, using modern digital processes and with the option to work **remotely**. For us, however, what matters most isn't where you work, but how you build relationships, manage shipments, and think strategically.

Responsibilities

Manage shipments
They organize domestic and international shipments and ensure reliable operational execution.

Customer and carrier support
They are the point of contact for customers and subcontractors, maintain existing contacts and develop new relationships.

Further Developing Routes
You identify opportunities, establish profitable transport routes, and continuously develop them.

Acting with Business Acumen
You keep an eye on prices, margins, and profitability, and make decisions with an entrepreneurial mindset.

Build Your Own Customer Network
You'll attract new customers, establish strong business relationships, and nurture existing contacts over the long term.

Solving Problems Pragmatically
In your day-to-day operations, you respond flexibly, find solutions, and ensure that shipments go smoothly even when things don't go according to plan.

Qualifications

- Experience in the transportation or logistics field
- Ideally, experience in transportation planning
- Understanding of freight rates, margins, and economic relationships
- Enjoys customer contact and building relationships
- Confident communication with customers and carriers
- Ability to work independently and in a solution-oriented manner

- Interest in digital processes and modern work methods
- Good knowledge of **German and English**

An existing network of customers or carriers is a plus, but not a requirement.

Of particular interest to us

. Experience in specific industries or transportation sectors can be especially valuable for this role.

These include, for example:

- **Industry**
- **Construction**
- **Food**
- **Specialized Transportation**
- **Refrigerated Transport**
- **Platform Transport**
- **Event logistics**

We also welcome existing contacts with customers or carriers in these sectors.

Job Benefits

- A high degree of personal responsibility and creative freedom
- Attractive compensation with a performance-based component
- Modern digital tools and processes
- Short decision-making paths
- Structured onboarding
- Flexible work arrangements, including the option to work remotely
- The opportunity to actively develop your own professional and business relationships

More Than Just Traditional Scheduling

For us, it’s not just about reliably handling shipments. You’ll develop your own business, build a network of customers and carriers, establish profitable relationships, and take responsibility for their financial growth.

Learn more about DENKINGER as an employer >>>

Contacts

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