



Why Alpha Trains? Because we shape the future of rail.

Michael Potthoff
Commercial Manager

For our office in Cologne we are looking for a

Commercial Manager (f/m/d)

Alpha Trains has owned and leased locomotives and passenger trains for nearly 24 years. More than 140 employees of various nationalities are active across Europe. Our more than 1,000 locomotives and passenger trains are utilized in 22 European countries.

WHO WE ARE LOOKING FOR

A Commercial Manager who is looking to build strong customer relations and brings in own ideas and approaches to conquer the market with their team. You should be an energetic person who loves to work with people from different backgrounds and who thrives in a complex and data-driven environment.

WHAT WOULD KEEP YOU BUSY

- Handling the national and international growth and development of the company's leasing activities from the Cologne office
- Leasing the existing fleet and generating new build projects in the Passenger train business
- Working on European tenders for railway operations and rolling stock
- Working in interdisciplinary teams on the conception, development, negotiation, and documentation of complex commercial contracts with customers and suppliers
- (Key-)Account Management of our leasing customers
- Providing the interface to customers, suppliers, and internal departments such as Engineering, Finance, Accounting and Legal, in compliance with the Alpha Trains" Vision, Mission and Values
- Creative involvement in developing our product offerings and operational procedures

WHAT YOU BRING TO OUR TEAM

The best qualifications for this position are:

- Experience in selling complex products in the B2B sector
- Project management experience preferably as project lead
- Ability to quickly understand and structure complicated information and complex situations
- Good knowledge on public tender law
- Analytical mindset and good attention to detail
- Strong communication and teamwork skills as well as planning and organization skills
- Experience in (key)account management, dealing with customers and suppliers
- Resistance to stress, good negotiation skills and a confident manner
- Assertiveness with a sense of responsibility, a structured, proactive and team orientated way of working with the ability to meet deadlines
- Willingness to frequent travelling (Europe)
- Fluent in German and English

WHAT IS IN IT FOR YOU

At Alpha Trains we have a mission: to keep our employees happy. So, we go the extra mile to make your working life more enjoyable: From fresh apples in our office fruit basket to annual company offsites, from bike leasing options so you can get to the office in style to an insurance package that gives you the peace of mind you need. Want more transparency? Attend our weekly town hall meetings. And because we are all about collaboration, we keep our hierarchies flat and friendly.

And, last but not least, prepare to meet the most awesome, dedicated and party-ready colleagues at Alpha Trains.

Not fully convinced? We asked our colleagues: what makes working at Alpha Trains special: [Employee film](#)

APPLY NOW

Please submit your detailed application documents with a CV and a cover letter as a PDF file by email to: [✉](mailto:hr@alphatrains.eu)
hr@alphatrains.eu You are also welcome to contact us without any obligation and directly by telephone:



HR Administrator

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