

## 深圳大迈公司简介 (Company Profile)

深圳大迈多式联运有限公司，成立于 2018 年，是国家商务部批准的无船承运人。主要运营中国至欧洲、俄罗斯、白俄罗斯、中亚、西亚等线路，公司通过整合国内段和国际段的多式联运资源优势资源，向海内外客户提供包含铁路、公路、海运、空运在内的多式联运物流解决方案。

在国家“一带一路”政策的指引下，公司先后与各中欧班列平台公司以及欧洲、俄罗斯当地的头部物流代理建立了长期战略合作关系，以深圳运营中心为支点，先后在国内外设立上海，宁波，青岛，钦州，成都，西安，重庆，长沙，苏州，香港，俄罗斯，波兰，英国，越南等分公司，布局全球，打造多条“中欧”“中俄”精品线路，推出“海+铁”“铁+铁”等多式联运跨境物流产品，致力于为客户提供一站式的物流解决方案。

深圳大迈多式联运有限公司是国内“数字化物流”，“有箱承运人”的先行者。我们的业务范围包含:国际班列订舱、集装箱租赁及代运营、境内拖车及内贸铁路运输、仓储、报关、欧洲/俄罗斯到门运输。

DMTRANS INTERNATIONAL LIMITED, established in 2018, is a NVOCC approved by the Ministry of Commerce of China.

Our company mainly operates routes from China to Europe, Russia, Belarus, Central Asia and West Asia, etc. By integrating the domestically and internationally multimodal transportation resources, we provide domestic and overseas customers with multimodal logistics solutions including railroad, highway, sea transportation and air transportation.

Under the guidance of the national “One Belt, One Road” policy, our company has established long-term strategic cooperative relationships with various China-Europe Railway Express platform companies as well as local head logistics agents in Europe and Russia.

With the Shenzhen operation center as the fulcrum, it has set up branches in Shanghai, Ningbo, Qingdao, Qinzhou, Chengdu, Xi'an, Chongqing, Changsha,

Suzhou, Hong Kong, Russia, Poland, Britain, Vietnam and so on in China and abroad. We have a global presence and have established a lot of “China-Europe” and “China-Russia” high-quality routes, and launched “sea + rail” and “rail + rail” multimodal cross-border logistics products, and are committed to providing customers with one-stop logistics solutions.

DMTRANS INTERNATIONAL LIMITED is the pioneer of “digital logistics” and “containerized carrier” in China.

Our business scope includes international train booking, container rental and agency operation, domestic trailer and domestic railroad transportation, warehousing, customs clearance, door-to-door transportation in Europe/Russia.

## 公司招聘岗位（Job position）

岗位一、客户经理 JD（莫斯科、波兰华沙、德国）

**【岗位职责】：**

- 1.根据公司的发展战略以及部门的经营目标，开展销售工作；
- 2.负责区域市场业务的开发、跟进与维护工作；
- 3.负责行业内市场信息的整合，分析，为公司的战略计划提供建议；
- 4.拟订客户开发和维护计划，完成销售目标；

**【任职要求】：**

1. 大学毕业；
2. 英语或中文流利优先考虑；
3. 国际货运行业 2 年及以上销售经验优先考虑；
4. 熟悉中俄、中欧铁路业务优先考虑。

### Position one:

**Sales Account Manager（Moscow / Warsaw, Poland/ Germany）**

**【Job responsibilities】：**

1. Doing business according to the company's development strategy and the department's business objectives;
2. Responsible for developing, following up and maintaining the regional market business;
3. Responsible for the integration and analysis of market information in the logistics industry, and provide suggestions for the company's strategic plan;
4. Make customer development and maintenance plans to achieve sales targets;

**【Job Requirements】：**

1. College graduates;
2. Fluency in English or Chinese is preferred;
3. More than 2 years of sales experience in the international freight industry is preferred;
4. Familiar with China-Russia, China-Europe railway business.

**【Recruitment number】：** 1-2 people

**【Salary】** Salary negotiable

岗位二、莫斯科分公司经理

**【岗位职责】：**

1. 根据公司发展战略和本地业务目标，全面负责本地业务和团队管理。
2. 负责与当地铁路、拖车等当地承运商公司对接和资源配置。
3. 负责物流行业市场资讯的综合和分析，为公司战略规划提供建议。
4. 负责本地团队的管理，并负责团队成长和绩效目标达成。

**【任职要求】：**

1. 大学毕业，普通话或英文流利；
2. 熟悉中俄、中欧业务，有团队管理经验；

3. 货代行业铁路销售或铁路产品岗 3 年及以上经验优先考虑;
4. 岗位需到中国总部培训至少 1-2 周;
5. 优先考虑华人。

### **Position two:**

#### **The head of Moscow Branch**

**【Job responsibilities】 :**

1. Fully responsible for local business and team management according to the company's development strategy and local business objectives;
2. Responsible for local resource integration and contact with local railway, trailer supplier and other local carriers;
3. Responsible for the synthesis and analysis of logistics industry market information, and provide suggestions for the company's strategic planning;
4. Responsible for local team management, team growth and achievement of performance targets.

**【Job Requirements】 :**

1. College graduates, fluent in Chinese or English;
2. Familiar with China-Russia, China-Europe business, and need team management experience;
3. Three years or above experience in railway sales or railway products in the freight forwarding industry is preferred;
4. The position requires at least 1-2 weeks of training at Chinese headquarters;
5. Chinese people is preferred.

**【Recruitment number】 :** 1 people.

**【Salary】** Salary negotiable.

**联系方式 (Contact details)**

Company website: <https://www.dmtrans.cn>

Contact person: Linda

E-mail: [lindazhou@dmtrans.cn](mailto:lindazhou@dmtrans.cn)

Linda WeChat:



Chinese Headquarters: 4 / F, HALO Plaza, No. 260 Taoyuan Road, Sungang Street, Luohu District, Shenzhen, China.

Mosco office: Moscow, Prospekt mira, 40, Garden Mir, 823.

## Working environment





**Company honor wall**



**Participate in exhibition**





## Company events



