

**DACHSER**
Intelligent Logistics

ハイブリッドワーク | Business Development Manager | 英語力を活かして、事業拡大に携わるお仕 |

約40カ国、400以上の拠点を持つ世界的な輸送・倉庫サービスを提供する外資系企業

Job Information

Hiring Company

[Dachser Japan K.K.](#)

Job ID

1465732

Industry

Logistics, Storage

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ Negotiable, based on experience

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

January 2nd, 2025 10:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

YOUR TASKS

- Identify and prospect new business/clients via cold-calling and sales activities
- Build and develop strong relationships with new and existing clients by regular sales calls and visits
- Handle customer-related coordination calls / meetings with Key Account Management (KAM), Operations, Product etc.
- Prepare new (general) quotations and follow up on sales leads
- Manage customer complaints for non-shipment related topics

- Maintain and update the information on the Customer Information System (CIS)
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Required Skills

YOUR QUALIFICATIONS

- Bachelor in Sales & Marketing or related disciplines
- At least 3 years of field sales experience in freight forwarding/ logistics industry
- Knowledge of handling both air freight and sea freight shipments is an advantage
- Good communication and interpersonal skills, and presentation skills
- Energetic, aggressive, independent and attention to detail
- Pro-active, well-organized and be a good team player
- Good command of written and spoken English
- Hands-on PC operations including MS Office

WHAT WE OFFER

We offer attractive remuneration packages to the successful candidate.

Company Description