



## Inside Sales Executive/インサイドセールスエグゼクティブ

ハイブリッドワークあり！カンパニーの成長に直接貢献したい方

## Job Information

**Hiring Company**

[Dachser Japan K.K.](#)

**Job ID**

1471902

**Industry**

Logistics, Storage

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience ~ 6.5 million yen

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Refreshed**

August 1st, 2024 02:00

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Native

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

Permission to work in Japan required

## Job Description

**Job Purpose:**

Obtain freehand business, maintain existing relationships and generate sales leads for air & sea transport and logistics customers

**Main tasks:**

- Develop new business and prospects with a hunting mindset
- Explore new business from sales leads.
- Grow new and develop existing business to meet assigned sales targets

- Maintain and extend relationships with existing customers with focus on industry and market development trends
  - Provide updated quotation to customers and conduct regular customer calls
  - Communicate pro-actively and share market or industry updates (internal and external)
  - Ensure compliance with company's and customer's standard operating procedure
  - Keep company CRM records update
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## Required Skills

### **YOUR QUALIFICATIONS**

- Minimum Diploma holder in Sales & Marketing or related disciplines
  - 2-4 years of experience in sales related & customer facing experience
  - Proficiency in MS office
  - Fluent English written and speaking
  - Knowledge of air freight and sea freight shipments business 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
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