



SALES REPRESENTATIVE / 営業職 ※アカウントマネジメントと新規開拓できる方歓迎！

私たちは世界5大陸の渡り展開する食品輸送のグローバルプレイヤーです。

#### Job Information

**Hiring Company**

TKLH K.K.

**Job ID**

1472599

**Industry**

Logistics, Storage

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards, Shinagawa-ku

**Train Description**

Keikyu Main Line, Aomono Yokocho Station

**Salary**

4.5 million yen ~ 7.5 million yen

**Refreshed**

January 1st, 2025 09:00

#### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

High-School

**Visa Status**

Permission to work in Japan required

#### Job Description

**★アピールポイント**

- ・国際輸送からコントラクトロジスティクスまで幅広い領域でグローバルに事業展開しているため、活躍のフィールドを拡大することが出来ます
- ・経験年数関係なく、「やりたい」という想いを発信できる風通しの良い社風です。
- ・海外に幅広いネットワークがあるため、グローバルに活躍頂く事が可能です。
- ・日本法人としてはまだ設立間もない為、自社ネットワーク、設備を駆使したサービスメニューの開発に携わることが出来ます。
- ・海外出張（食品展示会の参加や社内のグローバルミーティング等）もあり英語も活かせます。

当社は欧州フランスに本社を置くSEAFRIGOグループの日本法人になります。食品・飲料産業に特化した国際総合物流事業者となります。

世界28か国・5大陸に渡り幅広いネットワークと食品・飲料に特化したFood Logistics Providerとしての経験と充実したアセットをベースに日本にて営業職をお任せします。

#### **JOB DESCRIPTION**

Our group is looking for a flexible, energetic, goal oriented and motivated sales professional to join us for a position of Field Sales Specialist in Japan, Tokyo.

You will be working for a world leader in "one stop shop" solutions from freight forwarding to customs brokerage, from warehousing to domestic transportation.

Our Group deploys unique solutions that allow our customers to optimize the supply chain of their food products.

#### **Main missions:**

Produce new revenue by researching and analyzing potential prospects and sales options.

Develop relationships with prospects and recommend solutions to improve their production through the use of our service.

New leads may be generated through canvassing, cold calling, partner relationships, and customer referrals.

Meet sales revenue targets.

Develop, implement, and maintain sales activities and plans.

Build and maintain long-term relationships with current clients and their management teams by providing information, guidance, and support; recommending service and profit improvements; and recommending new opportunities.

Lead and coordinate contract negotiations for a successful close.

Prepare reports by analyzing and summarizing information.

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#### **Required Skills**

##### **Required profile:**

At least 3 years' experience in Freight Forwarding / Logistics fields.

Foods and Beverages logistics knowledges and working experience would be advantage.

Japanese Verbal/written/Listening must be Native level.

English Speaking/Writing/comprehension must be business level.

Experience in Microsoft Office applications such as Excel, Word.

Proactive, initiative, good analytical well-organized and interpersonal skills.

Have a consultative sales approach.

Outstanding written and verbal communication skills.

Good presentation skills.

Strong analytical and problem-solving skills.

Ability to handle multiple priorities and work under stress.

Driven and motivated.

Willingness and ability to travel.

Ability to work as a team.

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#### **Company Description**