


Sales Executive / 営業責任者 Exclusive job

Work with global clients

Job Information
Recruiter

Ahead Japan

Hiring Company

Global Logistics Company

Job ID

1501476

Industry

Logistics, Storage

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 9 million yen

Refreshed

April 8th, 2025 16:00

General Requirements
Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

- Sell all company services.
- Maintain and develop customer relationships.
- Maintain & increase volumes and revenues.
- Chase any new business opportunity.
- Take all necessary actions and develop all sales arguments until deal is closed.
- Develop new commodities in the Beverage industry.
- Plan sales visits and organize appointments based on customer rating, previous sales reports information and statistics.
- Identify Potential volumes and Sales Targets.

- Issue sales reports in a timely manner as well as quote requests and ensure appropriate follow up on all replies from the network with adequate quotes to tackle the business.
 - Give guidance to the origin office on the rate level to be quoted to make sure we get the business.
 - Analyze market statistics on a quarterly basis to check market share within the area and take immediate actions to fill the gaps and increase our share.
 - Take immediate actions on the lost customers as well as any new raising potential accounts.
 - Handle any sales or operational issues requested by the network.
 - Act as the communication interface between the network and the area.
 - Maintain Salesforce : sales reports, potential volumes, sales targets, contacts, quotes, hit ratio.
 - Manage and guide the Pricing team to offer the best and appropriate quote to each and every customer based on history and competition level.
 - Be curious and constantly kept abreast of market and economic development and take immediate steps for counter measures or corrective actions.
 - Follow up on payments.
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Required Skills

- Experience in forwarding business.
 - Interactive skill, Good Communication skill
 - Knowledge about BWS business
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Company Description