



## 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

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### 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