



PR/117659 | EC Sales Executive in Logistics Industry

Job Information

Recruiter

JAC Recruitment UK

Job ID

1504145

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:40

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: EC Sales Executive (Logistics)

Location: Heathrow area

Salary: Up to GBP 85K

Hours: 9:00- 17:30

Job Overview: The EC (E-commerce) Sales Executive in Logistics is responsible for driving sales and business development within the e-commerce logistics sector. This role focuses on identifying new business opportunities, building and maintaining relationships with e-commerce businesses, and ensuring the company delivers exceptional logistics solutions tailored to the needs of online retailers. The ideal candidate has a deep understanding of the e-commerce market and logistics processes, including warehousing, fulfillment, last-mile delivery, and cross-border shipping.

Key Responsibilities:**1. Sales & Business Development:**

- Identify and target e-commerce businesses in need of logistics solutions.
- Develop and execute a strategic sales plan to meet or exceed sales targets.
- Conduct market research to identify potential clients and emerging trends in e-commerce logistics.
- Create and deliver compelling sales presentations to e-commerce clients.
- Negotiate contracts, pricing, and service terms with clients.

2. E-commerce Logistics Expertise:

- Stay informed about the latest trends and challenges in e-commerce logistics, including warehousing, fulfillment, and last-mile delivery.
- Understand the unique needs of e-commerce businesses, including fast delivery, inventory management, and returns handling.
- Keep up-to-date with industry regulations, particularly regarding cross-border e-commerce and customs.

3. Collaboration & Coordination:

- Work closely with operations, warehousing, and fulfillment teams to ensure seamless service delivery.
- Collaborate with other sales team members to share insights and develop strategies for the e-commerce sector.
- Provide regular reports and forecasts to management regarding sales performance and market opportunities.

4. Customer Service & Problem-Solving:

- Ensure all client inquiries, issues, and concerns are addressed promptly and effectively.
- Monitor service performance and work with operations teams to resolve any service issues or disruptions.
- Proactively identify areas for improvement in service offerings and client satisfaction.

5. Reporting & Administration:

- Maintain accurate records of sales activities, client interactions, contracts, and pricing agreements.
- Prepare regular sales performance reports and market analysis for management review.
- Use CRM systems to track and manage sales leads and opportunities.

Qualifications & Skills:

- **Education:** Bachelor's degree in Business, Logistics, Supply Chain Management, or a related field (preferred).
- **Experience:** 2-5 years of experience in sales, with a focus on e-commerce logistics, warehousing, or fulfillment.
- **Language:** English Fluent level, Japanese skill is advantage but not mandatory
- **Industry Knowledge:** Strong understanding of e-commerce logistics, including fulfillment, last-mile delivery, and cross-border shipping.
- **Sales Skills:** Proven track record of achieving sales targets in a competitive environment.
- **Communication:** Excellent verbal and written communication skills, with the ability to engage and influence e-commerce clients.
- **Negotiation:** Strong negotiation skills and experience in contract management.
- **Customer Service:** Commitment to delivering high-quality service and client satisfaction.
- **Technical Skills:** Proficiency in Microsoft Office Suite; experience with CRM systems and logistics management software is a plus.
- **Travel:** Willingness to travel as required for client meetings and industry events.

*Candidates must have the right to work in UK, the company does not sponsor your work visa.

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Company Description