



PR/108708 | Sr. Executive/ AM- Sales {Pune}

Job Information

Recruiter

JAC Recruitment India

Job ID

1504772

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:10

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

Job Title: Sr. Executive / Assistant Manager - Sales (Freight Forwarding, Logistics)

Location: Pune

Department: Sales & Business Development

Reports To: Manager

Job Summary:

The Sr. Executive/Assistant Manager - Sales (Freight Forwarding, Logistics) will be responsible for managing, developing, and growing the sales function within the freight forwarding division. This role focuses on identifying business opportunities, building strong customer relationships, and achieving sales targets. The ideal candidate should have background in freight forwarding, logistics, or supply chain management, along with a strong drive for meeting customer needs and closing sales.

Key Responsibilities:

1. Sales & Business Development:

- o Identify new business opportunities and develop new client accounts within the freight forwarding industry (air, sea, and land transport).
- o Build and maintain relationships with new and existing clients to ensure repeat business and long-term partnerships.

- o Prepare and present proposals, quotations, and contract negotiations.
- o Achieve and exceed sales targets through effective planning and execution.
- 2. Market Research & Strategy:
 - o Conduct market research to identify trends, opportunities, and competitor activities.
 - o Assist in the development of sales strategies, pricing structures, and business development plans to increase market share.
 - o Participate in industry events, trade shows, and networking activities to promote the company and generate leads.
 - o reports to the Sales Manager.
 - o Prepare forecasts based on market trends, ensuring the sales strategy aligns with business objectives.

Qualifications & Skills:

- Education: Bachelor's degree in Business Administration, Sales, Marketing, Logistics, or a related field.
- Experience: Minimum 3-5 years of sales experience within the freight forwarding or logistics industry.
- Technical Knowledge: Understanding of air, sea, and road freight, as well as knowledge of customs clearance and international trade regulations.
- Communication: Excellent verbal and written communication skills.
- Technology: Proficient in CRM systems, Microsoft Office Suite (Word, Excel, PowerPoint)

Company Description