



PR/117658 | Forwarding Sales Executive (Japanese Speaking)

Job Information

Recruiter[JAC Recruitment UK](#)**Job ID**

1510364

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 18:41

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: Forwarding Sales Executive (Japanese Speaking)**Location:** Heathrow area**Salary:** Up to GBP 85K**Hours:** 9:00- 17:30

Job Overview: The Forwarding Sales Executive is responsible for generating sales within the freight forwarding and logistics industry. The role involves identifying new business opportunities, building and maintaining strong client relationships, and ensuring the delivery of excellent customer service. This position requires a deep understanding of the freight forwarding industry, including air, sea, and land transportation.

Key Responsibilities:

1. **Sales & Business Development:**
 - Identify and pursue new business opportunities in freight forwarding and logistics.
 - Develop and execute a sales strategy to meet or exceed sales targets.
 - Conduct market research to identify potential clients and their needs.
 - Prepare and deliver sales presentations to prospective clients.
 - Negotiate contracts, rates, and terms with clients.
2. **Client Relationship Management:**
 - Build and maintain strong relationships with new and existing clients.
 - Provide tailored solutions to meet client requirements.
 - Regularly meet with clients to ensure their satisfaction and address any concerns.
 - Act as the primary point of contact between the company and clients.
3. **Industry Knowledge & Expertise:**
 - Stay informed about industry trends, market conditions, and competitors.
 - Understand the various modes of transport, including air, sea, and land.
 - Keep up-to-date with regulatory requirements and customs procedures.
4. **Collaboration & Communication:**
 - Work closely with the operations and customer service teams to ensure smooth service delivery.
 - Collaborate with other sales team members to share insights and strategies.
 - Provide regular sales reports and forecasts to management.
5. **Customer Service:**
 - Ensure all customer inquiries and issues are resolved in a timely manner.
 - Maintain high levels of customer satisfaction through proactive communication and problem-solving.
6. **Administration:**
 - Maintain accurate records of sales activities, client interactions, and contracts.
 - Prepare regular reports on sales performance and client feedback.

Qualifications & Skills:

- **Education:** Bachelor's degree in Business, Logistics, or a related field (preferred).
- **Experience:** 2-5 years of experience in sales, preferably in freight forwarding or logistics.
- **Language:** Japanese is advantage. English Fluent level
- **Industry Knowledge:** Strong understanding of freight forwarding processes, including air, sea, and land transport.
- **Sales Skills:** Proven track record of achieving sales targets.
- **Communication:** Excellent verbal and written communication skills.
- **Negotiation:** Strong negotiation and persuasion skills.
- **Customer Service:** Exceptional customer service orientation.
- **Technical Skills:** Proficiency in Microsoft Office Suite; familiarity with CRM systems is a plus.
- **Travel:** Willingness to travel as required to meet with clients.

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

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Company Description