



PR/108112 | Sr. Executive- Sales {Ahmedabad}

Job Information

Recruiter

JAC Recruitment India

Job ID

1520240

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

February 18th, 2025 08:01

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

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

Job Qualification:

- 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)

Job Responsibilities:

- Identify new business opportunities and develop new client accounts within the freight forwarding industry (air, sea, and land transport).
- Build and maintain relationships with new and existing clients to ensure repeat business and long-term partnerships.
- Prepare and present proposals, quotations, and contract negotiations.
- Achieve and exceed sales targets through effective planning and execution.
- Conduct market research to identify trends, opportunities, and competitor activities.
- Assist in the development of sales strategies, pricing structures, and business

development plans to increase market share.

- Participate in industry events, trade shows, and networking activities to promote the company and generate leads.
- Prepare forecasts based on market trends, ensuring the sales strategy aligns with business objectives

Company Description