



## PR/117870 | Chinese Speaking Logistics & FWD Sales Representative

### Job Information

**Recruiter**

JAC Recruitment UK

**Job ID**

1527487

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Netherlands

**Salary**

Negotiable, based on experience

**Refreshed**

March 18th, 2025 11:30

### 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

**Company:**

Logistics & Transport Company

**Job Title:**

Chinese Speaking Logistics & FWD Sales Rep

**Job Description:**
**Sales and Business Development :**

- Identify potential clients and target opportunities in contract logistics, including warehousing, distribution, and supply chain management.
- Develop tailored sales strategies and proposals for clients based on their specific business requirements.
- Negotiate and close long-term contracts with customers to provide comprehensive logistics solutions.

**Account Management:**

- Build and maintain strong, long-term relationships with key accounts to ensure customer satisfaction and retention.
- Serve as the primary point of contact for clients, addressing their logistics needs and ensuring that service expectations are met or exceeded.
- Collaborate with internal teams to ensure the seamless execution of logistics services and efficient operations for clients.

**Requirements:**

**Experience:**

- Minimum of 3 years of sales experience in logistics, supply chain, or warehouse management solutions.

**Skills:**

- Strong understanding of contract logistics, including warehousing, distribution, inventory management, and supply chain solutions.
- Excellent communication, negotiation, and presentation skills.
- Ability to develop tailored sales proposals and solutions for complex logistics requirements.
- Proficient in CRM software, Microsoft Office Suite (Excel, Word, PowerPoint), and other sales tools.
- Strong relationship-building and account management skills.
- Ability to manage multiple projects and priorities in a fast-paced environment.

**Work location:**

Amsterdam office (5 days a week, office based)

Candidate must have the right to work in the Netherlands.

\*\*\*\*We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACUK

#cityamsterdam

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Company Description