



PR/117872 | Logistics & FWD Sales Representative

Job Information

Recruiter

JAC Recruitment UK

Job ID

1527489

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:

Logistics & FWD Sales Rep

Job Description:
Main Job Responsibilities:

1. New Customer Acquisition (Sales Activities):

- Develop sales activities targeting new customers. Mainly engage in proposal activities through visits, phone calls, and emails to address corporate transportation needs.
- Propose solutions such as forwarding (transportation arrangements), warehouse management, and customs

clearance services to potential customers.

1. Building and Maintaining Relationships with Existing Customers:

- Build long-term business relationships through regular communication with existing customers.
- Understand customers' logistics needs and adjust/propose forwarding processes to provide optimal services.
- Maintain customer satisfaction and secure repeat business.

1. Creating Proposals and Quotations:

- Create transportation plans and quotations based on customer requirements.
- Present detailed costs, transportation methods, and delivery times to customers.
- Negotiate quotations and adjust costs and service content.

1. Formulating and Executing Sales Strategies:

- Formulate sales strategies based on market trends and competitor analysis.
- Implement sales activities that contribute to company growth, such as exploring new markets and services.

1. Coordination with Operations:

- After receiving orders, coordinate with the operations department to ensure smooth arrangement of customer logistics.
- Maintain close cooperation with relevant departments to ensure accurate execution of transportation and customs clearance arrangements.

1. Market Analysis and Report Creation:

- Understand customer and market needs, industry trends, and differentiate from competitors.
- Regularly report on sales activity results and track progress towards sales goals.

Required Skills and Qualifications:

- Sales Experience: Over 3 years of sales experience in the forwarding industry or logistics industry
- Logistics Knowledge: Basic knowledge of sea, air, land transportation, and customs clearance operations is necessary.
- Communication Skills: Ability to communicate smoothly with customers and internal teams is required.
- Negotiation Skills: High negotiation skills are required for quotation negotiations and contract content adjustments.
- PC Skills: Basic PC skills such as Excel and Word are necessary.
- English Proficiency: Ability to read, write, and converse in English for dealing with international clients and overseas forwarders.

Work location:

London office (5 days a week, office based)

Candidate must have the right to work in UK.

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

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Company Description