



## PR/117871 | Japanese Speaking FWD Sales Representative

### Job Information

**Recruiter**

JAC Recruitment UK

**Job ID**

1528800

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Netherlands

**Salary**

Negotiable, based on experience

**Refreshed**

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### 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:**

Japanese Speaking 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.

#LI-JACUK

#citylondon

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Company Description