



PR/117870 | Chinese Speaking Logistics & FWD Sales Representative

Job Information

Recruiter

JAC Recruitment UK

Job ID

1529431

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

April 1st, 2025 10:38

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

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Company Description