

**DACHSER**  
Intelligent Logistics

ハイブリッドワーク | Business Development Manager | 英語力を活かして、事業拡大に携わるお仕 |

約40カ国、400以上の拠点を持つ世界的な輸送・倉庫サービスを提供する外資系企業

**募集職種****採用企業名**

Dachser Japan K.K.

**求人ID**

1465732

**業種**

物流・倉庫

**会社の種類**

大手企業 (300名を超える従業員数) - 外資系企業

**雇用形態**

正社員

**勤務地**

東京都 23区

**給与**

600万円 ~ 経験考慮の上、応相談

**ボーナス**

固定給+ボーナス

**更新日**

2024年12月19日 10:00

**応募必要条件****職務経験**

3年以上

**キャリアレベル**

中途経験者レベル

**英語レベル**

ビジネス会話レベル

**日本語レベル**

ネイティブ

**最終学歴**

大学卒 : 学士号

**現在のビザ**

日本での就労許可が必要です

**募集要項****YOUR TASKS**

- Identify and prospect new business/clients via cold-calling and sales activities
- Build and develop strong relationships with new and existing clients by regular sales calls and visits
- Handle customer-related coordination calls / meetings with Key Account Management (KAM), Operations, Product etc.
- Prepare new (general) quotations and follow up on sales leads
- Manage customer complaints for non-shipment related topics

- Maintain and update the information on the Customer Information System (CIS)
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## スキル・資格

### **YOUR QUALIFICATIONS**

- Bachelor in Sales & Marketing or related disciplines
- At least 3 years of field sales experience in freight forwarding/ logistics industry
- Knowledge of handling both air freight and sea freight shipments is an advantage
- Good communication and interpersonal skills, and presentation skills
- Energetic, aggressive, independent and attention to detail
- Pro-active, well-organized and be a good team player
- Good command of written and spoken English
- Hands-on PC operations including MS Office

### **WHAT WE OFFER**

We offer attractive remuneration packages to the successful candidate.

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## 会社説明