



## Inside Sales Executive/インサイドセールスエグゼクティブ

ハイブリッドワークあり！カンパニーの成長に直接貢献したい方

## 募集職種

## 採用企業名

Dachser Japan K.K.

## 求人ID

1471902

## 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

経験考慮の上、応相談 ~ 650万円

## ボーナス

固定給+ボーナス

## 更新日

2024年11月14日 11:00

## 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

流暢

## 日本語レベル

ネイティブ

## 最終学歴

短大卒：準学士号

## 現在のビザ

日本での就労許可が必要です

## 募集要項

**Job Purpose:**

Obtain freehand business, maintain existing relationships and generate sales leads for air & sea transport and logistics customers

**Main tasks:**

- Develop new business and prospects with a hunting mindset
- Explore new business from sales leads.
- Grow new and develop existing business to meet assigned sales targets

- Maintain and extend relationships with existing customers with focus on industry and market development trends
  - Provide updated quotation to customers and conduct regular customer calls
  - Communicate pro-actively and share market or industry updates (internal and external)
  - Ensure compliance with company's and customer's standard operating procedure
  - Keep company CRM records update
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## スキル・資格

### **YOUR QUALIFICATIONS**

- Minimum Diploma holder in Sales & Marketing or related disciplines
  - 2-4 years of experience in sales related & customer facing experience
  - Proficiency in MS office
  - Fluent English written and speaking
  - Knowledge of air freight and sea freight shipments business 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
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## 会社説明