

Sales Executive / 営業責任者 👍 独占求人**Work with global clients**

募集職種

人材紹介会社

アヘッド・ジャパン

採用企業名

Global Logistics Company

求人ID

1501476

業種

物流・倉庫

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

800万円 ~ 900万円

更新日

2025年03月11日 10:42

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

日常会話レベル

日本語レベル

ネイティブ

最終学歴

専門学校卒

現在のビザ

日本での就労許可が必要です

募集要項

- Sell all company services.
- Maintain and develop customer relationships.
- Maintain & increase volumes and revenues.
- Chase any new business opportunity.
- Take all necessary actions and develop all sales arguments until deal is closed.
- Develop new commodities in the Beverage industry.
- Plan sales visits and organize appointments based on customer rating, previous sales reports information and statistics.
- Identify Potential volumes and Sales Targets.

- Issue sales reports in a timely manner as well as quote requests and ensure appropriate follow up on all replies from the network with adequate quotes to tackle the business.
 - Give guidance to the origin office on the rate level to be quoted to make sure we get the business.
 - Analyze market statistics on a quarterly basis to check market share within the area and take immediate actions to fill the gaps and increase our share.
 - Take immediate actions on the lost customers as well as any new raising potential accounts.
 - Handle any sales or operational issues requested by the network.
 - Act as the communication interface between the network and the area.
 - Maintain Salesforce : sales reports, potential volumes, sales targets, contacts, quotes, hit ratio.
 - Manage and guide the Pricing team to offer the best and appropriate quote to each and every customer based on history and competition level.
 - Be curious and constantly kept abreast of market and economic development and take immediate steps for counter measures or corrective actions.
 - Follow up on payments.
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スキル・資格

- Experience in forwarding business.
 - Interactive skill, Good Communication skill
 - Knowledge about BWS business
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会社説明