



Sales Manager (北米 : VISAサポートあり)

募集職種

人材紹介会社

株式会社インテレッセ・インターナショナル・ジャパン

採用企業名

iii career (Interesse International Japan)

求人ID

1501960

業種

物流・倉庫

雇用形態

正社員

勤務地

アメリカ合衆国

給与

1100万円 ~ 1200万円

勤務時間

9:00-17:30

更新日

2024年12月18日 00:00

応募必要条件

職務経験

6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

日本での就労許可は必要ありません

募集要項

Japanese Logistic Company seeks Sales Manager .

Work Location: First Choice Location: El Paso, TX

Second Choice Location: Erlanger, KY

Clients states: Texas, Arizona, Tennessee, California, Indiana.

*** We will provide E visa support for the qualified candidate.**

1. Arrangement and Management of Transportation:

Plan transportation routes for products and select the appropriate means of transport.

Coordinate with Ocean and Air carriers, warehouses, customs broker and trucker. to ensure the proper handling and delivery of shipments at specified times and locations.

Ensure the quality and safety of products during transportation and respond promptly to any issues that arise.

2. Inventory Management:

Manage the storage and handling of products in the warehouse to prevent loss or damage.

3. Quality Control:

Perform quality checks during the transportation.

4. Maintain and develop existing accounts:

Increase market share within existing customer base.

Maintain contact with all clients to ensure high levels of client satisfaction.

Resolve sales or delivery issues. Handle and initiate trouble shooting with operation members.

Work with customers on service proposals, rate quotations, air/ocean transportation schedules for new destinations.

Recommend and offer solutions for customer needs regarding regulations, methods of loading, crating, handling freight and special equipment availability. Ensure full understanding of such requirements and service offering.

Reviewing & update profitability of the existing business and manage the business contract renewal.

Support & give coaching for other sales members to maintain business relationship and to expand business.

5. Coordinate and liaise with the company branch operations and customers:

Ensure the highest level of service by collaborating with branch operations in identifying and resolving problems and leveraging industry expertise and account management experience.

May coordinate shipments with shippers, operations, trucker and carriers, on behalf of the Customers.

Coordinate with the credit department to establish lines of credit for new accounts and negotiate letters of credit.

Provide reports on rates, use of carriers, major operational problems.

May assist, communicate and follow-up with other U.S. and foreign offices regarding targeted or joint customers.

Proactively establish and maintain effective working team relationships with all branch operations departments.

Participates and contributes to the development of educational programs offered to clients.

Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities.

Involve operation & accounting when in case of that the company has outstanding or any financial issues with the clients assigned.

6. Sales Management:

In consultation with upper managements, achieve annual target volume, and revenue and P&L for regional/branch sales for assigned accounts or territory or industries.

Develop standard operating procedures for major accounts.

Attend joint calls with upper management or the other sales staff, and join region/branch sales meetings; collaborate in multi-region/branch sales efforts.

Ensure Sales Reporting requirements are met by all sales staff. Sales Reports are required to submit.

スキル・資格

Required Skills and Qualifications:

Experience in logistics, transportation

Skills in inventory management and transportation scheduling.

Strong coordination skills.

Problem-solving abilities and troubleshooting skills.

Strong interpersonal and communication skills (written & oral). Must be able to effectively articulate views both within the Company and externally with clients.

Proven client prospecting and relationship maintenance/growth skills and abilities as this is a key component to this role

Ability to develop strategies and tactics to meet existing and new clients' needs and provide customized solutions.

Strong relationship builder and communicator

Highly organized and results oriented

Demonstrated ability and flexibility in adapting to a constantly changing environment.

会社説明

Interesse International Inc.は、1996年にニューヨークで創業し、米国全土で日英バイリンガル人材に特化した人材紹介サービスを提供しています。

主に日系企業の米国法人を対象とし、全11拠点を活かして各地域の産業ニーズに応える支援を展開しています。

2022年には日本法人であるインテレッセイターナショナルジャパンを設立し、国内外で活躍を目指す日英バイリンガル人材や帰国者の就職・転職を支援しています。

また、米国内での就職を希望する人材にも対応し、企業と求職者の架け橋として信頼されるパートナーを目指しています。