



PR/108111 | Sr. Executive- Sales {Gurgaon}

募集職種

人材紹介会社

ジェイエイシーリクルートメントインド

求人ID

1509199

業種

物流・倉庫

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2024年12月11日 15:35

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

ビジネス会話レベル

最終学歴

短大卒：準学士号

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

Job Title: Sr. Executive - Sales (Freight Forwarding, Logistics)

Location: Gurgaon

Department: Sales & Business Development

Reports To: Manager

Job Summary:

The Sr. Executive - Sales (Freight Forwarding, Logistics) will be responsible for managing, developing, and growing the sales function within the freight forwarding division.

This role focuses on identifying business opportunities, building strong customer relationships, and achieving sales targets.

The ideal candidate should have background in freight forwarding, logistics, or supply chain management, along with a strong drive for meeting customer needs and closing sales.

Key Responsibilities:

1. Sales & Business Development:

o Identify new business opportunities and develop new client accounts within the freight forwarding industry (air, sea, and land transport).

o Build and maintain relationships with new and existing clients to ensure repeat business and long-term partnerships.

- o Prepare and present proposals, quotations, and contract negotiations.
- o Achieve and exceed sales targets through effective planning and execution.

2. Market Research & Strategy:

- o Conduct market research to identify trends, opportunities, and competitor activities.
- o Assist in the development of sales strategies, pricing structures, and business development plans to increase market share.
- o Participate in industry events, trade shows, and networking activities to promote the company and generate leads.
- o reports to the Sales Manager.
- o Prepare forecasts based on market trends, ensuring the sales strategy aligns with business objectives.

Qualifications & Skills:

- Education: Bachelor's degree in Business Administration, Sales, Marketing, Logistics, or a related field.
- Experience: Minimum 3-5 years of sales experience within the freight forwarding or logistics industry.
- Technical Knowledge: Understanding of air, sea, and road freight, as well as knowledge of customs clearance and international trade regulations.
- Communication: Excellent verbal and written communication skills.
- Technology: Proficient in CRM systems, Microsoft Office Suite (Word, Excel, PowerPoint)

会社説明