



PR/117658 | Forwarding Sales Executive (Japanese Speaking)

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ギリス

求人ID

1510364

業種

物流・倉庫

雇用形態

正社員

勤務地

イギリス

給与

経験考慮の上、応相談

更新日

2024年12月11日 18:41

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

Position: Forwarding Sales Executive (Japanese Speaking)

Location: Heathrow area

Salary: Up to GBP 85K

Hours: 9:00- 17:30

Job Overview: The Forwarding Sales Executive is responsible for generating sales within the freight forwarding and logistics industry. The role involves identifying new business opportunities, building and maintaining strong client relationships, and ensuring the delivery of excellent customer service. This position requires a deep understanding of the freight forwarding industry, including air, sea, and land transportation.

Key Responsibilities:

1. **Sales & Business Development:**
 - Identify and pursue new business opportunities in freight forwarding and logistics.
 - Develop and execute a sales strategy to meet or exceed sales targets.
 - Conduct market research to identify potential clients and their needs.
 - Prepare and deliver sales presentations to prospective clients.
 - Negotiate contracts, rates, and terms with clients.
2. **Client Relationship Management:**
 - Build and maintain strong relationships with new and existing clients.
 - Provide tailored solutions to meet client requirements.
 - Regularly meet with clients to ensure their satisfaction and address any concerns.
 - Act as the primary point of contact between the company and clients.
3. **Industry Knowledge & Expertise:**
 - Stay informed about industry trends, market conditions, and competitors.
 - Understand the various modes of transport, including air, sea, and land.
 - Keep up-to-date with regulatory requirements and customs procedures.
4. **Collaboration & Communication:**
 - Work closely with the operations and customer service teams to ensure smooth service delivery.
 - Collaborate with other sales team members to share insights and strategies.
 - Provide regular sales reports and forecasts to management.
5. **Customer Service:**
 - Ensure all customer inquiries and issues are resolved in a timely manner.
 - Maintain high levels of customer satisfaction through proactive communication and problem-solving.
6. **Administration:**
 - Maintain accurate records of sales activities, client interactions, and contracts.
 - Prepare regular reports on sales performance and client feedback.

Qualifications & Skills:

- **Education:** Bachelor's degree in Business, Logistics, or a related field (preferred).
- **Experience:** 2-5 years of experience in sales, preferably in freight forwarding or logistics.
- **Language:** Japanese is advantage. English Fluent level
- **Industry Knowledge:** Strong understanding of freight forwarding processes, including air, sea, and land transport.
- **Sales Skills:** Proven track record of achieving sales targets.
- **Communication:** Excellent verbal and written communication skills.
- **Negotiation:** Strong negotiation and persuasion skills.
- **Customer Service:** Exceptional customer service orientation.
- **Technical Skills:** Proficiency in Microsoft Office Suite; familiarity with CRM systems is a plus.
- **Travel:** Willingness to travel as required to meet with clients.

*Candidates must have the right to work in UK, the company does not sponsor your work visa.

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会社説明