



PR/108112 | Sr. Executive- Sales {Ahmedabad}

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

1520240

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

2025年02月04日 11:56

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

Title: Executive - Sr. Executive / Assistant Manager - Sales (Freight Forwarding, Logistics)

Job Qualification:

- 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)

Job Responsibilities:

- Identify new business opportunities and develop new client accounts within the freight forwarding industry (air, sea, and land transport).
- Build and maintain relationships with new and existing clients to ensure repeat business and long-term partnerships.
- Prepare and present proposals, quotations, and contract negotiations.
- Achieve and exceed sales targets through effective planning and execution.
- Conduct market research to identify trends, opportunities, and competitor activities.
- Assist in the development of sales strategies, pricing structures, and business

- development plans to increase market share.
- Participate in industry events, trade shows, and networking activities to promote the company and generate leads.
- Prepare forecasts based on market trends, ensuring the sales strategy aligns with business objectives

会社説明