



Job Information

Job ID: 89602
 Job Title: Local Sales
 Recruiter: Way Simmons Partnership
 Division: Sales Division
 Job Type: Full-time
 Location: Tokyo - 23 Wards
 Salary: 5 million yen - 7 million yen
 Date: September 9th, 2008 13:54

General Requirements

Employment Experience: Over 3 years
 English: Business Level
 Japanese: Native
 Education: Bachelor's Degree
 Visa Status: Japanese national or permission to work in Japan required

Job Description

Our client, one of the world's leading suppliers of forwarding and logistics services is seeking a Local Sales staff for their Tokyo branch. The Local Sales member will be responsible for achieving sales plan objectives with identified TTA and TA by effectively selling the company's products and develop Trade Lane (NOS, Tons, margins enhancement) by acting as ambassador to the Area M&S sales activities within Japan. Responsibilities also include defining sellable products, pricing competitiveness for the Trade Lane and make necessary marketing to conduct sales activities.

- Proactively spot and correct any major service's shortcomings
- Act as internal -window-to generate the following:
 - Marketing tools relevant to promote his/her Area
 - Main source of know-how sharing
- Achieve profitable growth from assigned SME and targets
- Targeting specific commodity campaign to increase margin
- Find opportunity to generate local profit whenever possible
- Sales forecasting and market intelligence
- Assure the successful client integration - Hunter to keep the customer one year period
- Provide information to TSM for " sales planning " and forecast activities (including prospect qualification and local market intelligence)
- Sales Planning in Outlook calendar to be completed each Friday for the weekend ahead
- A minimum of 1 visit per day to be scheduled and confirmed for by each Friday
 - Provide client and target information and maintain CRM
 - Identify new potential prospects (target creation and prioritization) and necessary strategy to secure new business
 - After obtaining business HS have to establish SOPs to ensure business is handled as per quotation and services offered. And supervise SS/FS in day to day issues

- Monitor results/ developments of his/her customers
- Be main contact for overseas CSTs
- Trouble shooting in case of major problems to satisfy and maintain customer
- Monthly new business obtained (as per new business form) to be submitted to Area HMS respectively to the TSM by the 4th of each month by e-mail
- The definition of new business is completely new customers
- Additionally, in case of lost of customers, the Area HMS and TSM should be informed by e-mail
- Sales Leads activities:
- Follow up on received leads (within 10 days)
- Self driven in finding new Sales Lead opportunities
- Prior handover to substitute in case of planned absence
- Provide complex quotation to customers

Required Skills

The successful candidate will have a business administration/commercial background, minimum of 2 years sales experience within an international freight forwarding and logistics industry. Native level Japanese and business level English is also required for this role.

Work experience (in accordance to customer requirements)

- Business administration / commercial background
- Minimum of 2 years of sales experience within an international freight forwarding and logistics industry

Functional/Industry Requirements

- Functional experience in air/sea/logistics/customs brokerage
- Sales experience
- Complete understanding of PA (strategy, products and solutions)
- Comprehensive local market knowledge (customers, competitors, suppliers, overall environment)
- Expertise and professionalism in customer contacts, understanding of customer requirements, analysis and resolution of problems and complaints

Management Skills

- Able to successfully execute the sales process
- Able to manage cross-functional interfaces (Operations and ISPs)
- Self-management (Planning, Organizing & Goal Setting, Execution)
- Decision making capabilities

Company Description

Way Simmons Partnership has offices in Tokyo, Hong Kong and Singapore and provides contingency, advertised and search solutions across the commerce and industry sector. Our recruitment business is categorised as specialist/professional. With many years of experience in search and selection our team of expert recruitment

consultants has experience in the following areas:

Executive & Management

Accounting & Finance

Human Resources

Marketing & Sales

Executive Support

We act for Multinational Companies (MNCs), Small to Medium Enterprises (SMEs) and locally grown diversified businesses and employers of choice who understand the value of working in partnership with a totally focused approach to human resource solutions.

All our consultants are able to rapidly understand their clients' hiring requirements whilst developing a strong relationship of trust with their candidates. Our team prides itself on carrying out their work with the utmost confidentiality and integrity and for candidates, there is no charge for the services that we provide.

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