

**DACHSER**  
Intelligent Logistics

ハイブリッドワーク | Business Development Manager | 英語力を活かして、事業拡大に携わるお仕 |

約40カ国、400以上の拠点を持つ世界的な輸送・倉庫サービスを提供する外資系企業

## Job Information

**Hiring Company**[Dachser Japan K.K.](#)**Job ID**

1465732

**Industry**

Logistics, Storage

**Company Type**

Large Company (more than 300 employees) - International Company

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

6 million yen ~ Negotiable, based on experience

**Salary Bonuses**

Bonuses paid on top of indicated salary.

**Refreshed**

May 9th, 2024 09:00

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Native

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

## Job Description

## YOUR TASKS

- Identify and prospect new business/clients via cold-calling and sales activities
- Build and develop strong relationships with new and existing clients by regular sales calls and visits
- Handle customer-related coordination calls / meetings with Key Account Management (KAM), Operations, Product etc.
- Prepare new (general) quotations and follow up on sales leads
- Manage customer complaints for non-shipment related topics

- Maintain and update the information on the Customer Information System (CIS)
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## Required Skills

### **YOUR QUALIFICATIONS**

- Bachelor in Sales & Marketing or related disciplines
- At least 3 years of field sales experience in freight forwarding/ logistics industry
- Knowledge of handling both air freight and sea freight shipments is an advantage
- Good communication and interpersonal skills, and presentation skills
- Energetic, aggressive, independent and attention to detail
- Pro-active, well-organized and be a good team player
- Good command of written and spoken English
- Hands-on PC operations including MS Office

### **WHAT WE OFFER**

We offer attractive remuneration packages to the successful candidate.

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