

DACHSER
Intelligent Logistics

Inside Sales Executive/インサイドセールスエグゼクティブ

ハイブリッドワークあり！カンパニーの成長に直接貢献したい方

Job Information

Hiring Company

Dachser Japan K.K.

Job ID

1471902

Industry

Logistics, Storage

Company Type

Large Company (more than 300 employees) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience ~ 6.5 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Refreshed

May 9th, 2024 01:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Native

Minimum Education Level

Associate Degree/Diploma

Visa Status

Permission to work in Japan required

Job Description

Job Purpose:

Obtain freehand business, maintain existing relationships and generate sales leads for air & sea transport and logistics customers

Main tasks:

- Develop new business and prospects with a hunting mindset
- Explore new business from sales leads.
- Grow new and develop existing business to meet assigned sales targets

- Maintain and extend relationships with existing customers with focus on industry and market development trends
 - Provide updated quotation to customers and conduct regular customer calls
 - Communicate pro-actively and share market or industry updates (internal and external)
 - Ensure compliance with company's and customer's standard operating procedure
 - Keep company CRM records update
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Required Skills

YOUR QUALIFICATIONS

- Minimum Diploma holder in Sales & Marketing or related disciplines
 - 2-4 years of experience in sales related & customer facing experience
 - Proficiency in MS office
 - Fluent English written and speaking
 - Knowledge of air freight and sea freight shipments business 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
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Company Description