

**Sales Executive / 営業責任者** Exclusive job**Work with global clients****Job Information****Recruiter**

Ahead Japan

Hiring Company

Global Logistics Company

Job ID

1501476

Industry

Logistics, Storage

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

8 million yen ~ 9 million yen

Refreshed

June 4th, 2025 19:00

General Requirements**Minimum Experience Level**

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Native

Minimum Education Level

Technical/Vocational College

Visa Status

Permission to work in Japan required

Job Description

- Sell all company services.
- Maintain and develop customer relationships.
- Maintain & increase volumes and revenues.
- Chase any new business opportunity.
- Take all necessary actions and develop all sales arguments until deal is closed.
- Develop new commodities in the Beverage industry.
- Plan sales visits and organize appointments based on customer rating, previous sales reports information and statistics.
- Identify Potential volumes and Sales Targets.

- Issue sales reports in a timely manner as well as quote requests and ensure appropriate follow up on all replies from the network with adequate quotes to tackle the business.
 - Give guidance to the origin office on the rate level to be quoted to make sure we get the business.
 - Analyze market statistics on a quarterly basis to check market share within the area and take immediate actions to fill the gaps and increase our share.
 - Take immediate actions on the lost customers as well as any new raising potential accounts.
 - Handle any sales or operational issues requested by the network.
 - Act as the communication interface between the network and the area.
 - Maintain Salesforce : sales reports, potential volumes, sales targets, contacts, quotes, hit ratio.
 - Manage and guide the Pricing team to offer the best and appropriate quote to each and every customer based on history and competition level.
 - Be curious and constantly kept abreast of market and economic development and take immediate steps for counter measures or corrective actions.
 - Follow up on payments.
-

Required Skills

- Experience in forwarding business.
 - Interactive skill, Good Communication skill
 - Knowledge about BWS business
-

Company Description