



JAC Recruitment

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Indonesia

PR/122857 | Sales Logistic

Job Information

Recruiter[JAC Recruitment Indonesia](#)**Job ID**

1538102

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

May 1st, 2025 20:10

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Responsibilities:

- Identify and engage with potential clients in need of logistics services.
- Develop tailored logistics solutions to meet client needs and requirements.
- Maintain relationships with existing clients to ensure satisfaction and repeat business.
- Design and implement effective strategies for selling logistics services.
- Analyze market trends and competitor activities to identify new sales opportunities.
- Negotiate contracts and pricing with clients to maximize profitability.
- Work closely with operations teams to ensure timely and accurate delivery of goods.
- Address client inquiries, resolve complaints, and provide end-to-end support throughout the shipment process.

Requirements:

- Bachelor's degree in Business, Logistics, or a related field.
- +3 years of experience in sales or logistics.
- Strong communication and negotiation skills.
- Proficiency in CRM software and logistics management tools.
- Analytical thinking and problem-solving abilities.
- Ability to work under pressure and meet sales targets.

Company Description