



PR/122858 | Sales Staff

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1538103

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 target potential clients through various channels, including cold calling, networking, and industry events.
- Research and analyze market trends to identify new business opportunities.
- Develop and implement sales strategies to achieve revenue targets.
- Prepare and deliver sales presentations to prospective clients.
- Build and maintain strong relationships with existing clients.
- Understand client shipping requirements and provide customized solutions.
- Address client inquiries and resolve any issues or complaints promptly.
- Provide regular updates to clients on shipment status and market conditions.

Qualifications:

- Bachelor's degree in business administration, logistics, or a related field (preferred).
- Proven sales experience in the freight forwarding or logistics industry.
- Strong understanding of freight forwarding operations and terminology.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain strong client relationships.

- Proficiency in CRM systems and Microsoft Office Suite.
- Knowledge of international trade regulations.
- Fluency in English is required, additional languages are a plus.

Company Description