

**PR/117882 | Sales Manager / Sales Executive, Logistics Industry****Job Information****Recruiter**[JAC Recruitment UK](#)**Job ID**

1538359

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

May 1st, 2025 20:18

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**Title**

Sales Manager / Sales Executive (Freight Forwarding & Logistics)

Salary

Competitive

Job profile

A Japanese global freight forwarding company are looking for a Sales Manager / Sales Executive.

JOB DESCRIPTION

- Analyzing customer needs
- Selecting optimal transportation routes
- Pricing
- Contract management
- Planning and proposing logistics solutions
- Maintaining and expanding existing customer accounts
- Developing new customers and new business opportunities
- Collaborating with overseas branches for joint sales efforts
- Handling quotations and inquiries from customers within and outside the UK

Required Skills:

- Understanding of import/export processes
- Knowledge of transportation methods (sea, air, land)
- Knowledge of cargo insurance
- Understanding of customs procedures
- Result orientated – maximize opportunities through referrals, networking and relationship building.
- Embraces responsibility, accountability, and exceptional customer service skills.
- Strong negotiation skills and the ability to present solutions convincingly.

Language requirement

Fluent English

Qualifications

Driving license

Location

West London, UK

Visa

Eligible to work in UK without any restriction

About our client

A Japanese global freight forwarding company

****We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACUK

#citylondon

Company Description