

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

1541549

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

United Kingdom

**Salary**

Negotiable, based on experience

**Refreshed**

June 3rd, 2025 08:00

**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 &amp; 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