

インドの求人なら JAC Recruitment India

PR/109387 | Sr. Executive- Sales {Ahmedabad}

Job Information

Recruiter

JAC Recruitment India

Job ID

1548696

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

October 28th, 2025 00:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Title: Executive - Sr. Executive / Assistant Manager - Sales (Freight Forwarding, Logistics)

Job Qualification:

- Education: Bachelor's degree in business administration, Sales, Marketing, Logistics, or a related field.
- Experience: Minimum 3-5 years of sales experience within the freight forwarding or logistics industry.
- Technical Knowledge: Understanding of air, sea, and road freight, as well as knowledge of customs clearance and international trade regulations.
- Communication: Excellent verbal and written communication skills.
- Technology: Proficient in CRM systems, Microsoft Office Suite (Word, Excel, PowerPoint)

Job Responsibilities:

- Identify new business opportunities and develop new client accounts within the freight forwarding industry (air, sea, and land transport).
- Build and maintain relationships with new and existing clients to ensure repeat business and long-term partnerships.
- Prepare and present proposals, quotations, and contract negotiations.
- · Achieve and exceed sales targets through effective planning and execution.
- Conduct market research to identify trends, opportunities, and competitor activities.
- Assist in the development of sales strategies, pricing structures, and business development plans to increase market share.
- · Participate in industry events, trade shows, and networking activities to promote the company and generate leads.
- Prepare forecasts based on market trends, ensuring the sales strategy aligns with business objectives

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description