



PR/118116 - Japanese Speaking Logistics Sales Executive

Job Information

Recruiter
[JAC Recruitment UK](#)
Job ID

1553794

Industry

General Import, Export

Company Type

Small/Medium Company (300 employees or less)

Job Type

Permanent Full-time

Location

Netherlands

Salary

10 million yen ~ 17 million yen

Refreshed

September 2nd, 2025 16:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

Job Title

Japanese Speaking Logistics Sales Executive (Rotterdam)

Job Description

- Conduct sales activities by understanding the needs of both new and existing clients and proposing appropriate services and solutions.
- Prepare and submit sales bids, presentations, proposals, and conduct demonstrations.
- Identify and approach prospective clients, building relationships to generate future sales and repeat business.
- Engage in activities to acquire new business from both existing and untapped clients.

- Identify clients' logistics issues, provide consulting, and formulate solutions.
- Represent all internal business lines and deliver logistics solutions tailored to client needs.

Requirements

- Minimum 3 years of sales experience in the logistics industry.
- Knowledge of contract logistics is essential.
- Must possess a valid driver's license in the Netherlands (frequent driving required; company car can be provided).
- Comprehensive knowledge of the entire sales process.
- Management experience in logistics or related fields (such as transportation) is preferred.
- Native-level Japanese and business-level English proficiency required.
- Knowledge of industry and company-wide business line regulations is preferred.
- Proficiency in PC skills (Microsoft Office).

Salary

€60,000–100,000 per year, depending on experience (includes 13th month bonus and 8% holiday allowance).
Additional bonuses may be provided based on individual and company performance.

Working Hours

Monday to Friday, 8:30–17:30 (30-minute lunch break)

Employment Type

Full-time employee (permanent contract after a 6-month probation period)

Start Date

As soon as possible after selection

Location

Rotterdam (office or client site-based; remote work is not permitted)

Company Description