

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
October 28th, 2026 04:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Native Level

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