



## 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**

December 10th, 2025 04:00

### 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)

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**Company Description**