



PR/117941 | Japanese Speaking F&B Sales Executive / Sales Manager

Job Information

Recruiter[JAC Recruitment UK](#)**Job ID**

1556797

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

France

Salary

Negotiable, based on experience

Refreshed

September 30th, 2025 09:00

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

Japanese Speaking Sales Executive / Sales Manager (Global Freight Forwarding)

Salary

Up to Euro 80,000 + Commission + a company car per annum

Job profile

A Japanese global freight forwarding company are looking for a Sales Executive / Sales Manager.

JOB DESCRIPTION

Main responsibilities

- Establish customer quotations (air/sea transport, storage, etc.)
- Participate in tenders
- Organize a transport and/or logistics solution
- Undertaking account management and compliance activities.
- Assess new business development opportunities.
- Conducting market research to analyse customer's reactions.
- Examining and analysing sales figures and preparing proposals for marketing campaigns and promotional activities.
- Attend trade shows to promote the company and meet prospects/clients

Who we are looking for

- Experienced account management in B to B business and develop relationships with new clients.
- Work experience in Imports / Exports Logistics is a Must.
- Experience in Food & Beverage is advantageous.

Language requirement

Fluent Japanese and English, French is advantageous

Qualifications

Driving License

Location

Roissy Charles de Gaulle Cedex, or can be any other location in Europe.

Visa

Eligible to work in France without any restriction (VISA sponsorship can be considered.)

About our client

A Japanese global freight forwarding company

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Company Description