


www.michaelpage.co.jp

NEW: Inside Sales Position at Global Logistics Entity!

Inside Sales Position - Global Logistics

Job Information

Recruiter
[Michael Page](#)
Job ID

1560715

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

4.5 million yen ~ 5 million yen

Refreshed

October 6th, 2025 16:36

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Inside Sales Executive will focus on identifying customer needs, generating new business opportunities, and maintaining strong client relationships. This role requires a results-oriented individual with a passion for sales and client engagement.

Client Details

Our client is a globally recognized entity in the Transport & Distribution industry. As a large organization, they have an established presence in numerous countries and are well-respected for their commitment to excellence.

Description

-Identify potential clients to be targeted for sales and marketing activities.

-Develop ongoing communications with each client and undertake regular phone call meetings to ensure continued client satisfaction and opportunities to grow the relationships are identified.

-Develop a cross-selling program for each client to cover all services offered by the company to enhance business growth opportunities.

-Implement and maintain a client database to ensure all documentation is kept accurate and up to date.

-In case of issues, represent the company to clients to ensure appropriate solutions are offered and strong partnerships continued.

Job Offer

- A permanent role with opportunities for professional growth and development within a large organization.
- A supportive and collaborative work environment.
- A dynamic job scope and good career prospects.
- Opportunities to collaborate with a dedicated and experienced team.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Davide Capretta at +81 3 6832 8675.

Required Skills

A successful Inside Sales candidate will present:

-Fluency in Japanese and good English skills both written and spoken

-Experience in the logistics industry

-Demonstrated experience meeting KPIs

-Experience in freight forwarding would be ideal

-Good computer literacy (Microsoft Office)

Company Description

Our client is a globally recognized entity in the logistics industry. As a large organization, they have an established presence in numerous countries and are well-respected for their commitment to excellence.