



PR/118322 | Sales Executive

Job Information

Recruiter

JAC Recruitment UK

Job ID

1567531

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 14:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company:

Logistics & Freight Forwarding Company

Job Title:

Sales Executive

Job Profile:

Our client is seeking a sales representative focused on account management (farming) for existing clients, in line with the expansion of its forwarding business (international air and ocean freight). This role will lead the business growth of our forwarding division across Europe by not only deepening relationships and acquiring projects from existing clients but also by supporting the sales team responsible for new business development.

Job Description:

2. Main Responsibilities

Account Management of Existing Clients

- Regular visits and relationship building with existing clients
- Understanding client needs and proposing solutions
- Analyzing shipping trends, client KPIs, and devising improvement plans
- Preparing quotations, price negotiations, and contract renewals
- Implementing initiatives to enhance client satisfaction

Support for New Business Development Team

- Supporting proposal and project formation activities by new business sales representatives
- Providing technical support for new quotations and service design
- Assisting in operational setup and project management during initial implementation
- Conducting market research and gathering information on target customer candidates
- Following up after project acquisition (supporting account transitions)

Project Management and Internal Coordination

- Liaising with European branches and offices in Japan/Asia
- Rapid information sharing and resolution support in case of issues
- Managing clients and projects using the internal CRM system

Reporting Duties

- Preparing sales and profit analysis reports by client
- Submitting monthly sales activity reports
- Developing and tracking client-specific action plans

3. Desired Candidate Profile (Requirements)

Must Requirements

- Three or more years of experience in the forwarding industry (air or ocean), in sales or operations
- Basic knowledge of international logistics (Incoterms, customs clearance, routing, etc.)
- Practical experience in client negotiations
- Self-motivated and skilled at deepening existing client relationships
- Business-level English (written required, intermediate conversational skills)

Preferred (Nice to Have)

- Experience managing Japanese clients
- Japanese language skills (not mandatory, but preferred)
- Relevant work experience in Europe
- Skills in profit and cost management
- Experience supporting new business acquisition

Personal Profile

- Can carefully support existing clients and build lasting relationships
- Strong analytical and issue identification skills
- Values teamwork and can collaborate effectively with new business sales reps
- Able to make improvement proposals and take proactive action

4. Work Location

One of the following Europe offices:

- Netherlands: Amsterdam (HQ)
- Netherlands: Rotterdam branch
- UK: London / Heathrow branch

5. Employment Terms

- Employment type: Permanent
- Annual gross salary: NL → €47,000, UK → £34,000
- Work format: Office-based + hybrid work option
- Benefits: Commuting allowance, etc.

****We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACUK

#cityamsterdam

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Company Description