



PR/109906 | Sales manager- New delhi

Job Information

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

1569030

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

December 30th, 2025 08:00

General Requirements

Minimum Experience Level

Over 6 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

Position: Sales Manager

Locations: New Delhi

Employment Type: Full-time

【Responsibilities】

- Corporate sales for air cargo, freight forwarding, and courier services
- New business development and account management
- Achieve sales and gross profit targets

- Prepare quotations, negotiate rates, identify client needs, and propose solutions
- Visit both Japanese and local clients
- Coordinate with CS and Operations teams for shipment follow-up
- Prepare weekly and monthly sales reports

【Requirements】

- Minimum 3 years of sales experience in logistics, air cargo, or freight forwarding
- Strong English communication skills (spoken/written)
- Strong interpersonal skills and field sales capability
- Ability to work independently with clear ownership of targets

【Preferred】

- Experience handling Japanese corporate clients {Not mandatory}
- Understanding of basic export/import workflow
- Strong numerical and analytical ability
- Japanese language skill is a plus (not necessary)

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Company Description