



## 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**

January 13th, 2026 12:01

### 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)

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description