



PR/110050 | Sales Manager

Job Information

Recruiter

JAC Recruitment India

Job ID

1577537

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

April 21st, 2026 10:01

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

Key Responsibilities 1. Sales & Business Development

- Identify and pursue new business opportunities within target markets (e.g., freight forwarding, warehousing, transportation, 3PL/4PL).
- Develop and execute sales strategies to achieve business growth and revenue targets.
- Conduct client meetings, presentations, and negotiations to close deals.
- Maintain a robust sales pipeline and update CRM with accurate information.

2. Client Relationship Management

- Build and maintain strong long-term relationships with key clients.
- Understand customer requirements and propose tailored logistics solutions.
- Ensure high levels of customer satisfaction and resolve issues promptly.
- Conduct periodic review meetings with existing clients for upselling and retention.

3. Market Research & Strategy

- Analyze market trends, competitor activities, and customer needs.
- Provide insights to management for pricing strategies and service improvements.
- Identify new market segments and develop plans to capture them.

4. Collaboration & Coordination

- Work closely with the operations team to ensure service delivery aligns with client expectations.

- Collaborate with finance for contract terms, billing, and collections support.
- Coordinate with marketing to enhance brand visibility and lead generation efforts.

5. Reporting & Performance Tracking

- Prepare weekly/monthly sales reports, forecasts, and performance metrics.
- Track sales performance against KPIs and take corrective actions when required.
- Present business updates to senior management.

Required Qualifications & Experience

- Bachelor's degree in business, Marketing, Supply Chain, or related field (MBA preferred).
- 5–10 years of sales experience in logistics, freight forwarding, warehousing, transportation, or supply chain solutions.
- Strong understanding of logistics operations and industry dynamics.
- Proven track record of meeting or exceeding sales targets.

Skills & Competencies

- Excellent communication and negotiation skills.
- Strong networking and relationship-building ability.
- Analytical mind with a solution-oriented approach.
- Ability to work independently and as part of a team.
- Proficiency in CRM tools, MS Office, and sales reporting.

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Company Description