



PR/118426 | Freight Forwarding & Logistics Sales Executive

Job Information

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

1577657

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

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General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Title

Sales Executive -Freight Forwarding & Logistics Industry

Salary

GBP 60,000 – GBP 80,000 + Incentives per annum

Job profile

A Japanese global freight forwarding company are looking for a Sales Executive.

JOB DESCRIPTION

Main responsibilities

- Establish customer quotations (air/sea transport, storage, etc.)
- Participate in tenders
- Organize a transport and/or logistics solution
- Undertaking account management and compliance activities.
- Assess new business development opportunities.
- Conducting market research to analyse customer's reactions.
- Examining and analysing sales figures and preparing proposals for marketing campaigns and promotional activities.
- Attend trade shows to promote the company and meet prospects/clients

Who we are looking for

- Experienced account management in B to B business and develop relationships with new clients.
- Work experience in Imports / Exports Logistics is a Must.

Language requirement

Fluent English

Qualifications

Driving license

Location

Belfast, East Midlands, Newcastle and Plymouth, UK

Visa

Eligible to work in UK without any restriction

About our client

A Japanese global freight forwarding company

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Company Description