



## PR/110102 | Sales Manager

### Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1579749

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

June 2nd, 2026 06:00

### 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

**Responsibilities:**

- Lead and manage the overall sales organization of southern Area of OCS India.
  - Corporate sales for air cargo, freight forwarding, and courier services.
- Develop and execute business strategies to drive revenue and profitability
- Manage key accounts (Japanese and local clients), including senior-level relationship building
- Acquire new air cargo, courier, and international freight business
- Manage and mentor Sales Managers and branch-level teams; establish and monitor KPIs
- Conduct market research, competitive analysis, and prepare business proposals

- Collaborate closely with Operations and Customer Service to ensure service quality
- Provide reporting and communication to the Japan headquarters (in English language)

**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.

Privacy Policy Link: <https://www.jac-recruitment.in/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.in/terms-of-use>

---

## Company Description