



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