



PR/110187 | Assistant Manager-Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1583951

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

March 24th, 2026 12:38

General Requirements

Minimum Experience Level

Over 6 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

Position: Assistant Manager-Sales & Operation (Logistics)

Location: Pune

Experience: Minimum 7 years

Qualification: Graduate

The role will focus on Contract Logistics, Warehouse Space Selling, and 3PL Logistics

Opening for Japanese logistics company

Key Job Requirements

1. Identify and pursue new business opportunities with OEMs and manufacturers.
2. Conduct cold calls to prospect, qualify, and schedule appointments.
3. Build and maintain a strong network with OEMs and auto/non-auto clients.
4. Coordinate, follow-up, develop, and convert opportunities into confirmed business.
5. Prepare and deliver presentations, client proposals, and ensure follow-ups until agreement sign-off.
6. Maintain relationships with key corporate accounts and enhance business with existing clients.
7. Handle assigned enquiries, prepare proposals, and update daily sales activities.
8. Possess excellent communication and interpersonal skills.
9. Demonstrate a positive attitude and passion for sales; willingness to travel as required.
10. Exhibit strong selling skills backed by preparedness and high engagement in client requirements.
11. Actively explore business opportunities through cold calling, networking, and client interactions.
12. Prior experience with Japanese companies will be an added advantage.

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Company Description