



PR/110191 | Sr. Executive / Asst Manager

## Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1583954

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

May 5th, 2026 03:00

## General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Basic

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

Job Title:

Sr. Executive/Asst Manager

Department/Group:

Forwarding

Location:

Chennai

Role and Responsibilities

### Responsibilities

- Identify opportunity to generate sales.
- Generates sales query and sales leads and active prospects.
- Engage with customers for problem solving and business developments.

- Good communication and convincing skills and build relationships with customers.
- Schedule and plan the visits to customers for regular meetings.
- Aware of freight forwarding, warehouse, transportation and 3pl products.
- Collaborate with all the departments within the organization to provide seamless services to customers.
- Ability to handle the daily work pressure and able to work in dynamic environment.
- First face of contact to customers for the escalations.
- Able to do the deep selling with existing selling.
- Update to customer on regular basis.

#### Qualifications and Education Requirements

- Minimum 2 – 5 years of experience in freight forwarding sales (Any Graduate)
- Good knowledge of freight terms (Incoterms), export-import processes, and common documentation
- Familiarity with Ahmedabad's GIDC zones and industrial clusters is a plus.
- Ability to travel across Ahmedabad district area for client visits.

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#### Company Description