



PR/110192 | Sales Executive

Job Information

Recruiter

JAC Recruitment India

Job ID

1583955

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 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 Description – Sales Executive (Freight Forwarding, Packing & Transportation)

Location: Chennai (within 25 km radius)

Experience: Minimum 3 years in relevant industry

Position Overview:

We are looking for an experienced Sales Executive with strong expertise in Freight Forwarding, Packing, and Transportation services. The candidate will be responsible for generating new business, maintaining client relationships, and achieving sales targets for the Chennai region.

Key Responsibilities:

- Identify and acquire new customers for freight forwarding, packing, and transportation services.
- Handle sales activities including lead generation, client meetings, proposal discussions, and closing deals.
- Maintain strong relationships with existing clients and ensure high levels of customer satisfaction.

- Understand client requirements and coordinate with operations teams to deliver service solutions.
- Achieve monthly and quarterly sales targets as assigned.
- Conduct market research to identify business opportunities and competitive trends in the Chennai region.
- Prepare and share regular sales reports with the management team.

Required Qualifications & Skills:

- Minimum 3 years of experience in Sales within the Freight Forwarding / Logistics / Packing & Moving / Transportation industry.
- Strong knowledge of export/import operations and documentation (Air & Sea Freight preferred).
- Good communication, negotiation, and presentation skills.
- Ability to work independently and meet deadlines.
- Candidates must reside within 25 km of Chennai.

Preferred Candidate Profile:

- Proven track record of meeting or exceeding sales targets.
- Strong customer network within Chennai logistics & freight forwarding market.
- Self-motivated, result-oriented, and proactive.

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.

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Company Description