



PR/110233 | AM / Sr. Executive- Sales {Gurgaon}

## Job Information

**Recruiter**

JAC Recruitment India

**Job ID**

1586576

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

India

**Salary**

Negotiable, based on experience

**Refreshed**

April 14th, 2026 10:35

## General Requirements

**Minimum Experience Level**

Over 3 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

Job Title: AM/Sr. Executive- Sales (Freight Forwarding, Logistics)

Location: Gurgaon

### Role and Responsibilities:

- Identify and pursue new sales opportunities in CONTRACT LOGISTICS
- Develop and maintain strong relationships with potential customers
- Understand customer needs and provide tailored logistics solutions
- Sales experience of 3 to 5 year in Contract logistics & Freight forwarding sales

- Strong communication skills
- Conduct site visits and assessments to understand customer operations and identify opportunities
- Negotiate and close sales deals, ensure pricing and profitability

#### Educational Qualification

- A degree in Business, Marketing, or a related field is a plus (Logistics industry)

#### Experience

3-5 years of relevant experience

#### Preferred Skills

- Proven experience in sales, preferably in logistics industry
- Excellent communication, negotiation, and interpersonal skills
- Ability to build and maintain long term relationships with clients
- Strong problem-solving abilities and the ability to handle objections
- Self-motivated and target driven with a results-oriented mindset
- Ability to work independently and as part of a team

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#### Company Description