



PR/110246 | AM / Sr. Executive- Sales {Ahmedabad}

Job Information

Recruiter

JAC Recruitment India

Job ID

1586584

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

April 28th, 2026 06:00

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: Ahmedabad

Role and Responsibilities:

- Identify and pursue new sales opportunities in freight forwarding
- 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

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