



PR/110431 | AM / Sr. Executive- Sales {Mumbai / Pune}

Job Information

Recruiter

JAC Recruitment India

Job ID

1599527

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 21st, 2026 01:00

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: {Mumbai/ Pune}

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