



PR/110468 | Assistant Manager – Sales (Contract Logistics)

Job Information

Recruiter

JAC Recruitment India

Job ID

1599553

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:26

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Designation: Assistant Manager – Sales (Contract Logistics)

Location: Pune

Department: Business Development / Sales – Contract Logistics

Reports To: Head of Sales– Contract Logistics

Experience: 6- 7 years

We are seeking a highly motivated and results-oriented to drive business growth by acquiring new clients and expanding warehousing service offerings. The ideal candidate will have a strong background in B2B sales within logistics or supply chain, with proven experience in selling warehousing and storage solutions. The role will focus on Contract Logistics, Warehouse Space Selling, and 3PL Logistics.

Key Job Requirements

Identify, develop, and close new business opportunities for warehousing and logistics services (B2B).

OEMs and manufacturers.

Generate leads through market research, networking, industry events, and digital channels.

Prepare customized proposals, pricing models, and service agreements for clients.

Build and maintain a strong network with OEMs and auto/non-auto clients.

Coordinate, follow-up, develop, and convert opportunities into confirmed business.

Conduct client meetings and presentations to understand warehousing needs and propose tailored solutions.

Handle assigned enquiries, prepare proposals, and update daily sales activities.

Possess excellent communication and interpersonal skills.

Demonstrate a positive attitude and passion for sales; willingness to travel as required.

Exhibit strong selling skills backed by preparedness and high engagement in client requirements.

Actively explore business opportunities through cold calling, networking, and client interactions.

Prior experience with Japanese companies will be an added advantage.

Identify, develop, and close new business opportunities for warehousing services (B2B).

Generate leads through market research, networking, industry events, and digital channels.

Prepare customized proposals, pricing models, and service agreements for clients.

Conduct client meetings and presentations to understand warehousing needs and propose tailored solutions.

Maintain an active pipeline and ensure timely follow-ups to maximize deal closure rates.

Build and maintain strong, long-term relationships with clients.

Act as a single point of contact for warehousing customers, ensuring high satisfaction levels.

Conduct periodic business reviews with clients to ensure service alignment and explore upselling opportunities.

Analyze market trends, competitor offerings, and customer feedback to refine sales strategies.

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Company Description