



PR/110469 | Assistant Manager – Contract Logistics Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1599554

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: Bangalore

Department: Business Development / Sales – Contract Logistics

Reports To: Head of Sales– Contract Logistics

Experience: 6- 7 years

About the company A leading global company in the logistics and supply chain industry, headquartered in Japan, with operations supporting customers across India and international markets. The organization provides services including warehousing, transportation, packing operations, import and export customs clearance, and supply chain analysis and consulting. About the role

The Assistant Manager - Sales role is a strong opportunity for a results-driven B2B sales professional to drive business growth within contract logistics and warehousing solutions. The role focuses on acquiring new clients, expanding warehousing service opportunities, and building long-term relationships with OEMs, manufacturers, and auto/non-auto customers.

Responsibilities

- Identify, develop, and close new B2B business opportunities for warehousing and logistics services.
- Generate leads through market research, networking, industry events, digital channels, cold calling, and client interactions.
- Prepare customised proposals, pricing models, and service agreements aligned with client requirements.
- Conduct client meetings and presentations to understand warehousing needs and propose tailored solutions.
- Build and maintain strong relationships with OEMs, manufacturers, and auto/non-auto clients.
- Manage assigned enquiries, maintain an active sales pipeline, follow up on opportunities, and convert prospects into confirmed business.
- Analyse market trends, competitor offerings, and customer feedback to support effective sales strategies

Requirements

- 6 to 7 years of experience in B2B sales within logistics or supply chain.
- Proven experience in selling warehousing, storage, contract logistics, warehouse space, or 3PL logistics solutions.
- Strong network-building ability with OEMs, manufacturers, and auto/non-auto clients.
- Excellent communication, interpersonal, presentation, and client engagement skills.
- Ability to prepare proposals, pricing models, service agreements, and sales activity updates.
- Strong selling skills with a proactive approach to lead generation, follow-ups, and deal closure.
- Positive attitude, passion for sales, and willingness to travel as required.
- Prior experience working with Japanese companies will be an added advantage.

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Company Description