



PR/110646 | Freight Forwarding - Sr. Executive / AM Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1607125

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 10:23

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

- LEAD GENERATION - GENERATING NEW LEADS FOR REACHING OUT TO POTENTIAL MARKET
- COLD CALLING - REACHING OUT TO THE CUSTOMERS TO INTRODUCE COMPANY AND SERVICES
- SALES VISIT - GENERATING NEW SALES OPPORTUNITIES THROUGH COLD CALLS, EMAILS AND VISIT TO CUSTOMERS PREMISES WITHIN THE CITY AS WELL AS TO OTHER CITIES (OUTSTATION VISITS)
- CUSTOMER ACQUISITION – ONBOARDING NEW CUSTOMERS ON REGULAR BASIS BASED ON NEW IDEAS TO IMPROVE THE OVERALL SITUATION
- LOGISTICS COORDINATION & HANDLING - COORDINATING WITH OVERSEAS COUNTERPART FOR RATE NEGOTIATION AND HANDLING THE ENTIRE SHIPMENT CYCLE
- PRICING – REACHING OUT TO ALL CARRIERS AND AGENTS FOR SOURCING COMPETITIVE RATES AND CARRYING OUT NEGOTIATIONS
- LOCAL COORDINATION – COORDINATING WITH VENDORS TO FIND SHIPMENT RELATED INFORMATION

AND REGULATIONS. LESIONING WITH VENDORS FOR VEHICLE PLACEMENT, ARRANGING EQUIPMENT, APPROVING VENDOR QUOTATION & SELECTION

- CUSTOMER COMMUNICATION – ALL COMMUNICATION WITH CUSTOMERS REGARDING COMMERCIALS, SHIPMENT STATUS, DAY TO DAY REQUIREMENTS, SCHEDULE, PAYMENT FOLLOW UP ETC
- REPORTING – REPORTING NEW BUSINESS QUERIES ON DAILY BASIS IN THE MORNING MEETING. SHARING THE DETAILED DATA OF ALL REVENUE, NO. OF NEW CUSTOMERS APPROACHED AND THE VOLUME ACHIEVED ON WEEKLY BASIS. SHARING ON MONTHLY BASIS THE SALES DATA, SALES FORECAST AND PLANNING FOR NEXT MONTH WITH TARGET CUSTOMERS. PREPARING DATA FOR VARIOUS CUSTOMERS ACTIVITIES
- PRODUCTS & SERVICES – FREIGHT FORWARDING FOR BOTH AIR & SEA BOTH IMPORT & EXPORT FOR JAPAN, THAILAND, INDONESIA, PHILIPPINES, USA, EUROPE. CUSTOMS CLEARANCE, DOMESTIC TRANSPORTATION, PACKING, IN HOUSE LOGISTICS SERVICES.

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Company Description