



PR/110677 | Executive / Sr. Executive- CL Sales

Job Information

Recruiter

JAC Recruitment India

Job ID

1609437

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 11:12

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

Location: Gurgaon

Role and Responsibilities:

- COLD CALLING & PROSPECTING: Identify and approach potential customers through cold calls, emails, and visits.
- LEAD GENERATION: Generate leads for warehousing & distribution and build a strong sales pipeline.
- CLIENT MEETINGS: Schedule meetings and present company services to prospects.
- CUSTOMER ACQUISITION: Acquire new customers and manage onboarding.
- COORDINATION: Coordinate with internal teams for proposals and implementation.
- RELATIONSHIP MANAGEMENT: Develop and maintain client relationships.

- - NEGOTIATION: Negotiate pricing and close deals in liaison with management.
- - ACCOUNTS RECEIVABLE (AR): Ensure timely invoicing and follow up on collections.
- - REPORTING: Share daily/weekly updates on new business queries and upcoming customer visit plans.
- - MONTHLY PERFORMANCE TRACKING: Provide detailed reports on customers approached, revenue, and sales performance.
- - SALES FORECASTING & PLANNING: Prepare and present monthly sales forecasts and business development plans.
- - DATA MANAGEMENT: Maintain and prepare accurate customer-related data.

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Company Description