



PR/118741 | Japanese Speaking Contract Logistics Sales Representative (VISA Sponsorship)

Job Information

Recruiter

JAC Recruitment UK

Job ID

1611389

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Contract Logistics Sales Representative – Japanese Accounts (VISA sponsorship)

Key Responsibilities

Business Development & Account Acquisition

- Identify and pursue new business opportunities among Japanese companies operating in the Netherlands and across Europe.
- Develop and execute strategic target account plans.
- Generate leads through networking, referrals, cold calling, email outreach, and client visits.

- Build long-term relationships with prospective customers and key decision-makers.
- Expand business within existing accounts by identifying untapped logistics requirements.
- Drive new customer acquisition and new business revenue growth.

Solution Sales & Contract Logistics Consulting

- Analyze customers' logistics and supply chain challenges.
- Provide consultative sales support and develop tailored logistics solutions.
- Design and propose integrated solutions covering:

Contract Logistics

Warehousing

Inventory Management

Distribution

Value-Added Services

Coordinate comprehensive solutions by incorporating air, ocean, and road freight services where appropriate.

Create opportunities related to warehouse setup, outsourcing, network redesign, and 3PL implementation.

Understand customers' end-to-end supply chains and identify optimization opportunities.

Tender, Proposal & Commercial Management

- Manage RFQs, RFPs, tenders, and commercial bidding processes.
- Prepare customer presentations, proposals, pricing models, and quotations.
- Lead commercial negotiations regarding service scope, pricing, and contractual terms.
- Manage the complete sales cycle from prospecting through closing.
- Support solution demonstrations and customer presentations when required.

Internal Coordination & Solution Implementation

- Collaborate closely with Operations, Warehousing, Forwarding, and other internal departments.
- Participate in logistics solution design and operational planning.
- Ensure commercial offerings are operationally feasible.
- Support smooth project handover following contract award.
- Assist with implementation and start-up of new logistics operations.
- Gather and communicate customer feedback to support continuous service improvement.

Pipeline & Performance Management

- Maintain an active sales pipeline and target account portfolio.
- Track opportunity stages, expected revenue, conversion probability, and implementation timelines.
- Deliver regular sales reports and forecasts to management.
- Monitor market trends, competitor developments, and Japanese business activity across Europe.
- Manage activities and performance against agreed sales KPIs.

Requirements

Essential

- Minimum 3 years of B2B sales experience within the logistics industry.
- Strong knowledge of Contract Logistics, 3PL, and Warehousing solutions.
- Proven success in new business development and customer acquisition.
- Experience managing the full sales cycle, including prospecting, needs analysis, proposal development, negotiation, and closing.
- Ability to understand customer logistics challenges and deliver solution-based sales.
- Business-level English & Japanese proficiency.
- Valid driver's license.
- Willingness to travel extensively within the Netherlands and Europe.
- Proficiency in Microsoft Office applications.
- Strong communication, stakeholder management, and coordination skills.

Preferred

- Direct sales experience in Contract Logistics, 3PL, or Warehouse Solutions.
- Operational experience in warehousing, distribution, or inventory management.
- Knowledge of international freight forwarding (air, ocean, road).
- Experience working for logistics providers, forwarders, or 3PL operators.
- Experience supporting Japanese corporate customers in Europe.
- Track record of winning RFQs, RFPs, and large logistics contracts.
- Experience launching new warehouses, logistics facilities, or 3PL operations.
- Industry experience across automotive, electronics, machinery, or consumer goods sectors.
- Knowledge of logistics compliance, customs, and regulatory frameworks.

Candidate Profile

We are looking for a commercially driven professional with a strong hunter mentality who can proactively identify opportunities and convert them into profitable business.

The ideal candidate will:

- Be comfortable with cold calling and proactive prospecting.
- Demonstrate resilience throughout long sales cycles.
- Build trusted relationships with customers at all levels.
- Focus on value creation rather than price competition.
- Understand Japanese business culture while successfully operating in a European business environment.
- Collaborate effectively with operational teams to deliver practical logistics solutions.
- Maintain a strong focus on pipeline growth, sales performance, and profitability.

We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description