Business Development Manager / 3PL Sales [国際物流フォワーディング法人営業]

Job Information

Recruiter
Advisory Group K.K.

Job ID
1619154

Industry
Logistics, Storage

Company Type
Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio
Majority Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
4.5 million yen ~ 8.5 million yen

Salary Bonuses
Bonuses paid on top of indicated salary.

Salary Commission
Commission paid on top of indicated salary.

Refreshed
November 23rd, 2026 04:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Basic Level

Minimum Japanese Level
Business Level

Minimum Education Level
Technical/Vocational College

Visa Status
Permission to work in Japan required

Job Description

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職務内容 (Job Responsibilities)

- **新規顧客開拓とトレードレーン拡大:** 航空・海上貨物フォワーディング領域において、日系および外資系企業への能動的な新規アプローチ（ハンター型営業）を行い、主要航路の輸出入案件を獲得。

- **テーラーメイド物流ソリューションの提案:** 荷主企業のサプライチェーン課題や輸送ニーズをヒアリングし、グローバルネットワークを活かした最適な国際複合一貫輸送プランの策定・見積もり提示・クロージングを実施。
- **グローバル拠点との連携とアカウント育成:** 世界各国の海外自社拠点やパートナーと連携して円滑な輸送体制を構築し、獲得した顧客アカウントの取引拡大および長期的な関係構築を推進。

Job Responsibilities

- **New Business Development & Trade Lane Growth:** Drive proactive sales hunter activities across air and ocean freight forwarding, targeting domestic and multinational accounts to capture new export/import volumes.
- **Tailored Logistics Solution Design:** Identify customer supply chain requirements, develop competitive end-to-end international freight solutions, handle commercial pricing and RFQs, and secure long-term contractual business.
- **Global Network Collaboration & Account Growth:** Align with overseas branch offices across global trade lanes to ensure operational execution, scale customer relationships, and expand annual account share of wallet.

Required Skills

Required Skills

応募資格・要件 (Basic / Core Requirements)

- **経験・実績:** 国際貨物フォワーディング（航空または海上貨物）業界における法人営業・新規開拓（ハンター営業）の実務経験、および目標達成に向けた自走力。
- **言語力:** 日本語ネイティブまたは流暢レベル（国内顧客との円滑な関係構築・商談に必須）、および英語ビジネスレベル（海外拠点・グローバルマネジメント層とのチャット・メール・会議に対応できるレベル）。

Basic / Core Requirements

- **Experience & Sales Track Record:** Demonstrated B2B sales track record in international freight forwarding (air/ocean freight), proven new client acquisition/hunting mindset, and high operational autonomy.
- **Language Proficiency:** Fluent or Native-level Japanese (essential for local customer negotiations and business meetings) and Business-level English (capable of coordinating with global branches and internal leadership).

Company Description