

PR/124150 | Sales Executive

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1619258

Industry
Logistics, Storage

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:19

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Responsibilities:

- Develop new business opportunities for air freight, sea freight, customs clearance, warehousing, and trucking services.
- Manage and strengthen relationships with existing clients.
- Conduct client visits, prepare quotations, and negotiate service agreements.
- Achieve sales targets and contribute to business growth.
- Coordinate with operations teams to ensure excellent customer service.

Requirements:

- Bachelor's degree in any related field.
- 3-10 years of sales experience in freight forwarding, logistics, or shipping industry.
- Strong communication, negotiation, and relationship-building skills.
- Familiar with international logistics and supply chain solutions.
- Target-oriented and proactive personality.
- Good command of English is an advantage.

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Company Description