

DACHSER
Intelligent Logistics

Inside Sales Executive/インサイドセールスエグゼクティブ

ハイブリッドワークあり！カンパニーの成長に直接貢献したい方

募集職種

採用企業名

Dachser Japan K.K.

求人ID

1471902

業種

物流・倉庫

会社の種類

大手企業 (300名を超える従業員数) - 外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

経験考慮の上、応相談 ~ 650万円

ボーナス

固定給+ボーナス

更新日

2024年05月09日 01:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

日本語レベル

ネイティブ

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可が必要です

募集要項

Job Purpose:

Obtain freehand business, maintain existing relationships and generate sales leads for air & sea transport and logistics customers

Main tasks:

- Develop new business and prospects with a hunting mindset
- Explore new business from sales leads.
- Grow new and develop existing business to meet assigned sales targets

- Maintain and extend relationships with existing customers with focus on industry and market development trends
 - Provide updated quotation to customers and conduct regular customer calls
 - Communicate pro-actively and share market or industry updates (internal and external)
 - Ensure compliance with company's and customer's standard operating procedure
 - Keep company CRM records update
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スキル・資格

YOUR QUALIFICATIONS

- Minimum Diploma holder in Sales & Marketing or related disciplines
 - 2-4 years of experience in sales related & customer facing experience
 - Proficiency in MS office
 - Fluent English written and speaking
 - Knowledge of air freight and sea freight shipments business is an advantage
 - Good communication and interpersonal skills, and presentation skills
 - Energetic, aggressive, independent and attention to detail
 - Pro-active, well-organized and be a good team player
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会社説明