



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122858 | Sales Staff

募集職種

人材紹介会社

ジェイエイシーリクルートメントインドネシア

求人ID

1538103

業種

物流・倉庫

雇用形態

正社員

勤務地

インドネシア

給与

経験考慮の上、応相談

更新日

2025年05月01日 20:10

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

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Responsibilities:

- Identify and target potential clients through various channels, including cold calling, networking, and industry events.
- Research and analyze market trends to identify new business opportunities.
- Develop and implement sales strategies to achieve revenue targets.
- Prepare and deliver sales presentations to prospective clients.
- Build and maintain strong relationships with existing clients.
- Understand client shipping requirements and provide customized solutions.
- Address client inquiries and resolve any issues or complaints promptly.
- Provide regular updates to clients on shipment status and market conditions.

Qualifications:

- Bachelor's degree in business administration, logistics, or a related field (preferred).
- Proven sales experience in the freight forwarding or logistics industry.
- Strong understanding of freight forwarding operations and terminology.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to build and maintain strong client relationships.

- Proficiency in CRM systems and Microsoft Office Suite.
- Knowledge of international trade regulations.
- Fluency in English is required, additional languages are a plus.

会社説明