

MichaelPage

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NEW: Inside Sales Position at Global Logistics Entity!

Inside Sales Position - Global Logistics

募集職種

人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

求人ID

1561293

業種

物流・倉庫

雇用形態

正社員

勤務地

東京都 23区

給与

450万円 ~ 500万円

更新日

2025年10月10日 17:00

応募必要条件

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

流暢

最終学歴

大学卒：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

The Inside Sales Executive will focus on identifying customer needs, generating new business opportunities, and maintaining strong client relationships. This role requires a results-oriented individual with a passion for sales and client engagement.

Client Details

Our client is a globally recognized entity in the Transport & Distribution industry. As a large organization, they have an established presence in numerous countries and are well-respected for their commitment to excellence.

Description

-Identify potential clients to be targeted for sales and marketing activities.

-Develop ongoing communications with each client and undertake regular phone call meetings to ensure continued client satisfaction and opportunities to grow the relationships are identified.

-Develop a cross-selling program for each client to cover all services offered by the company to enhance business growth opportunities.

-Implement and maintain a client database to ensure all documentation is kept accurate and up to date.

-In case of issues, represent the company to clients to ensure appropriate solutions are offered and strong partnerships continued.

Job Offer

- A permanent role with opportunities for professional growth and development within a large organization.
- A supportive and collaborative work environment.
- A dynamic job scope and good career prospects.
- Opportunities to collaborate with a dedicated and experienced team.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Davide Capretta at +81 3 6832 8675.

スキル・資格

A successful Inside Sales candidate will present:

-Fluency in Japanese and good English skills both written and spoken

-Experience in the logistics industry

-Demonstrated experience meeting KPIs

-Experience in freight forwarding would be ideal

-Good computer literacy (Microsoft Office)

会社説明

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