



PR/118322 | Sales Executive

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ギリス

求人ID
1567531

業種
物流・倉庫

雇用形態
正社員

勤務地
オランダ

給与
経験考慮の上、応相談

更新日
2026年05月19日 16:00

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
ビジネス会話レベル

日本語レベル
無し

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

Company:

Logistics & Freight Forwarding Company

Job Title:
Sales Executive

Job Profile:

Our client is seeking a sales representative focused on account management (farming) for existing clients, in line with the expansion of its forwarding business (international air and ocean freight). This role will lead the business growth of our forwarding division across Europe by not only deepening relationships and acquiring projects from existing clients but also by supporting the sales team responsible for new business development.

Job Description:

2. Main Responsibilities

Account Management of Existing Clients

- Regular visits and relationship building with existing clients
- Understanding client needs and proposing solutions
- Analyzing shipping trends, client KPIs, and devising improvement plans
- Preparing quotations, price negotiations, and contract renewals
- Implementing initiatives to enhance client satisfaction

Support for New Business Development Team

- Supporting proposal and project formation activities by new business sales representatives
- Providing technical support for new quotations and service design
- Assisting in operational setup and project management during initial implementation
- Conducting market research and gathering information on target customer candidates
- Following up after project acquisition (supporting account transitions)

Project Management and Internal Coordination

- Liaising with European branches and offices in Japan/Asia
- Rapid information sharing and resolution support in case of issues
- Managing clients and projects using the internal CRM system

Reporting Duties

- Preparing sales and profit analysis reports by client
- Submitting monthly sales activity reports
- Developing and tracking client-specific action plans

3. Desired Candidate Profile (Requirements)

Must Requirements

- Three or more years of experience in the forwarding industry (air or ocean), in sales or operations
- Basic knowledge of international logistics (Incoterms, customs clearance, routing, etc.)
- Practical experience in client negotiations
- Self-motivated and skilled at deepening existing client relationships
- Business-level English (written required, intermediate conversational skills)

Preferred (Nice to Have)

- Experience managing Japanese clients
- Japanese language skills (not mandatory, but preferred)
- Relevant work experience in Europe
- Skills in profit and cost management
- Experience supporting new business acquisition

Personal Profile

- Can carefully support existing clients and build lasting relationships
- Strong analytical and issue identification skills
- Values teamwork and can collaborate effectively with new business sales reps
- Able to make improvement proposals and take proactive action

4. Work Location

One of the following Europe offices:

- Netherlands: Amsterdam (HQ)
- Netherlands: Rotterdam branch
- UK: London / Heathrow branch

5. Employment Terms

- Employment type: Permanent
- Annual gross salary: NL → €47,000, UK → £34,000
- Work format: Office-based + hybrid work option
- Benefits: Commuting allowance, etc.

****We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACUK

#cityamsterdam

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会社説明