



PR/110050 | Sales Manager

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

求人ID

1577537

業種

物流・倉庫

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2026年05月05日 09:01

応募必要条件

職務経験

6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

Key Responsibilities 1. Sales & Business Development

- Identify and pursue new business opportunities within target markets (e.g., freight forwarding, warehousing, transportation, 3PL/4PL).
- Develop and execute sales strategies to achieve business growth and revenue targets.
- Conduct client meetings, presentations, and negotiations to close deals.
- Maintain a robust sales pipeline and update CRM with accurate information.

2. Client Relationship Management

- Build and maintain strong long-term relationships with key clients.
- Understand customer requirements and propose tailored logistics solutions.
- Ensure high levels of customer satisfaction and resolve issues promptly.
- Conduct periodic review meetings with existing clients for upselling and retention.

3. Market Research & Strategy

- Analyze market trends, competitor activities, and customer needs.
- Provide insights to management for pricing strategies and service improvements.
- Identify new market segments and develop plans to capture them.

4. Collaboration & Coordination

- Work closely with the operations team to ensure service delivery aligns with client expectations.

- Collaborate with finance for contract terms, billing, and collections support.
- Coordinate with marketing to enhance brand visibility and lead generation efforts.

5. Reporting & Performance Tracking

- Prepare weekly/monthly sales reports, forecasts, and performance metrics.
- Track sales performance against KPIs and take corrective actions when required.
- Present business updates to senior management.

Required Qualifications & Experience

- Bachelor's degree in business, Marketing, Supply Chain, or related field (MBA preferred).
- 5–10 years of sales experience in logistics, freight forwarding, warehousing, transportation, or supply chain solutions.
- Strong understanding of logistics operations and industry dynamics.
- Proven track record of meeting or exceeding sales targets.

Skills & Competencies

- Excellent communication and negotiation skills.
- Strong networking and relationship-building ability.
- Analytical mind with a solution-oriented approach.
- Ability to work independently and as part of a team.
- Proficiency in CRM tools, MS Office, and sales reporting.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.in/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.in/terms-of-use>

会社説明