



## PR/110468 | Assistant Manager – Sales (Contract Logistics)

### 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

1599553

#### 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06月26日 11:26

### 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

ネイティブ

#### 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

Designation: Assistant Manager – Sales (Contract Logistics)

Location: Pune

Department: Business Development / Sales – Contract Logistics

Reports To: Head of Sales– Contract Logistics

Experience: 6- 7 years

We are seeking a highly motivated and results-oriented to drive business growth by acquiring new clients and expanding warehousing service offerings. The ideal candidate will have a strong background in B2B sales within logistics or supply chain, with proven experience in selling warehousing and storage solutions. The role will focus on Contract Logistics, Warehouse Space Selling, and 3PL Logistics.

Key Job Requirements

Identify, develop, and close new business opportunities for warehousing and logistics services (B2B).

OEMs and manufacturers.

Generate leads through market research, networking, industry events, and digital channels.

Prepare customized proposals, pricing models, and service agreements for clients.

Build and maintain a strong network with OEMs and auto/non-auto clients.

Coordinate, follow-up, develop, and convert opportunities into confirmed business.

Conduct client meetings and presentations to understand warehousing needs and propose tailored solutions.

Handle assigned enquiries, prepare proposals, and update daily sales activities.

Possess excellent communication and interpersonal skills.

Demonstrate a positive attitude and passion for sales; willingness to travel as required.

Exhibit strong selling skills backed by preparedness and high engagement in client requirements.

Actively explore business opportunities through cold calling, networking, and client interactions.

Prior experience with Japanese companies will be an added advantage.

Identify, develop, and close new business opportunities for warehousing services (B2B).

Generate leads through market research, networking, industry events, and digital channels.

Prepare customized proposals, pricing models, and service agreements for clients.

Conduct client meetings and presentations to understand warehousing needs and propose tailored solutions.

Maintain an active pipeline and ensure timely follow-ups to maximize deal closure rates.

Build and maintain strong, long-term relationships with clients.

Act as a single point of contact for warehousing customers, ensuring high satisfaction levels.

Conduct periodic business reviews with clients to ensure service alignment and explore upselling opportunities.

Analyze market trends, competitor offerings, and customer feedback to refine sales strategies.

**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.

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会社説明