



PR/110646 | Freight Forwarding - Sr. Executive / AM Sales

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

1607125

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08月25日 05:00

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

日常会話レベル

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

- LEAD GENERATION - GENERATING NEW LEADS FOR REACHING OUT TO POTENTIAL MARKET
- COLD CALLING - REACHING OUT TO THE CUSTOMERS TO INTRODUCE COMPANY AND SERVICES
- SALES VISIT - GENERATING NEW SALES OPPORTUNITIES THROUGH COLD CALLS, EMAILS AND VISIT TO CUSTOMERS PREMISES WITHIN THE CITY AS WELL AS TO OTHER CITIES (OUTSTATION VISITS)
- CUSTOMER ACQUISITION – ONBOARDING NEW CUSTOMERS ON REGULAR BASIS BASED ON NEW IDEAS TO IMPROVE THE OVERALL SITUATION
- LOGISTICS COORDINATION & HANDLING - COORDINATING WITH OVERSEAS COUNTERPART FOR RATE NEGOTIATION AND HANDLING THE ENTIRE SHIPMENT CYCLE
- PRICING – REACHING OUT TO ALL CARRIERS AND AGENTS FOR SOURCING COMPETITIVE RATES AND CARRYING OUT NEGOTIATIONS
- LOCAL COORDINATION – COORDINATING WITH VENDORS TO FIND SHIPMENT RELATED INFORMATION

AND REGULATIONS. LESIONING WITH VENDORS FOR VEHICLE PLACEMENT, ARRANGING EQUIPMENT, APPROVING VENDOR QUOTATION & SELECTION

- CUSTOMER COMMUNICATION – ALL COMMUNICATION WITH CUSTOMERS REGARDING COMMERCIALS, SHIPMENT STATUS, DAY TO DAY REQUIREMENTS, SCHEDULE, PAYMENT FOLLOW UP ETC
- REPORTING – REPORTING NEW BUSINESS QUERIES ON DAILY BASIS IN THE MORNING MEETING. SHARING THE DETAILED DATA OF ALL REVENUE, NO. OF NEW CUSTOMERS APPROACHED AND THE VOLUME ACHIEVED ON WEEKLY BASIS. SHARING ON MONTHLY BASIS THE SALES DATA, SALES FORECAST AND PLANNING FOR NEXT MONTH WITH TARGET CUSTOMERS. PREPARING DATA FOR VARIOUS CUSTOMERS ACTIVITIES
- PRODUCTS & SERVICES – FREIGHT FORWARDING FOR BOTH AIR & SEA BOTH IMPORT & EXPORT FOR JAPAN, THAILAND, INDONESIA, PHILIPPINES, USA, EUROPE. CUSTOMS CLEARANCE, DOMESTIC TRANSPORTATION, PACKING, IN HOUSE LOGISTICS SERVICES.

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会社説明