



PR/110677 | Executive / Sr. Executive- CL 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

1609437

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09月08日 03:00

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

Location: Gurgaon

Role and Responsibilities:

- COLD CALLING & PROSPECTING: Identify and approach potential customers through cold calls, emails, and visits.
- LEAD GENERATION: Generate leads for warehousing & distribution and build a strong sales pipeline.
- CLIENT MEETINGS: Schedule meetings and present company services to prospects.
- CUSTOMER ACQUISITION: Acquire new customers and manage onboarding.
- COORDINATION: Coordinate with internal teams for proposals and implementation.
- RELATIONSHIP MANAGEMENT: Develop and maintain client relationships.

- ◦ NEGOTIATION: Negotiate pricing and close deals in liaison with management.
- ◦ ACCOUNTS RECEIVABLE (AR): Ensure timely invoicing and follow up on collections.
- ◦ REPORTING: Share daily/weekly updates on new business queries and upcoming customer visit plans.
- ◦ MONTHLY PERFORMANCE TRACKING: Provide detailed reports on customers approached, revenue, and sales performance.
- ◦ SALES FORECASTING & PLANNING: Prepare and present monthly sales forecasts and business development plans.
- ◦ DATA MANAGEMENT: Maintain and prepare accurate customer-related data.

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