

PR/118741 | Japanese Speaking Contract Logistics Sales Representative (VISA Sponsorship)

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
1611389

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11月03日 14:00

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
流暢レベル

日本語レベル
流暢レベル

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

Contract Logistics Sales Representative – Japanese Accounts (VISA sponsorship)

Key Responsibilities

Business Development & Account Acquisition

- Identify and pursue new business opportunities among Japanese companies operating in the Netherlands and across Europe.
- Develop and execute strategic target account plans.
- Generate leads through networking, referrals, cold calling, email outreach, and client visits.

- Build long-term relationships with prospective customers and key decision-makers.
- Expand business within existing accounts by identifying untapped logistics requirements.
- Drive new customer acquisition and new business revenue growth.

Solution Sales & Contract Logistics Consulting

- Analyze customers' logistics and supply chain challenges.
- Provide consultative sales support and develop tailored logistics solutions.
- Design and propose integrated solutions covering:

  Contract Logistics

  Warehousing

  Inventory Management

  Distribution

  Value-Added Services

  Coordinate comprehensive solutions by incorporating air, ocean, and road freight services where appropriate.

  Create opportunities related to warehouse setup, outsourcing, network redesign, and 3PL implementation.

  Understand customers’ end-to-end supply chains and identify optimization opportunities.

Tender, Proposal & Commercial Management

- Manage RFQs, RFPs, tenders, and commercial bidding processes.
- Prepare customer presentations, proposals, pricing models, and quotations.
- Lead commercial negotiations regarding service scope, pricing, and contractual terms.
- Manage the complete sales cycle from prospecting through closing.
- Support solution demonstrations and customer presentations when required.

Internal Coordination & Solution Implementation

- Collaborate closely with Operations, Warehousing, Forwarding, and other internal departments.
- Participate in logistics solution design and operational planning.
- Ensure commercial offerings are operationally feasible.
- Support smooth project handover following contract award.
- Assist with implementation and start-up of new logistics operations.
- Gather and communicate customer feedback to support continuous service improvement.

Pipeline & Performance Management

- Maintain an active sales pipeline and target account portfolio.
- Track opportunity stages, expected revenue, conversion probability, and implementation timelines.
- Deliver regular sales reports and forecasts to management.
- Monitor market trends, competitor developments, and Japanese business activity across Europe.
- Manage activities and performance against agreed sales KPIs.

Requirements

Essential

- Minimum 3 years of B2B sales experience within the logistics industry.
- Strong knowledge of Contract Logistics, 3PL, and Warehousing solutions.
- Proven success in new business development and customer acquisition.
- Experience managing the full sales cycle, including prospecting, needs analysis, proposal development, negotiation, and closing.
- Ability to understand customer logistics challenges and deliver solution-based sales.
- Business-level English & Japanese proficiency.
- Valid driver's license.
- Willingness to travel extensively within the Netherlands and Europe.
- Proficiency in Microsoft Office applications.
- Strong communication, stakeholder management, and coordination skills.

Preferred

- Direct sales experience in Contract Logistics, 3PL, or Warehouse Solutions.
- Operational experience in warehousing, distribution, or inventory management.
- Knowledge of international freight forwarding (air, ocean, road).
- Experience working for logistics providers, forwarders, or 3PL operators.
- Experience supporting Japanese corporate customers in Europe.
- Track record of winning RFQs, RFPs, and large logistics contracts.
- Experience launching new warehouses, logistics facilities, or 3PL operations.
- Industry experience across automotive, electronics, machinery, or consumer goods sectors.
- Knowledge of logistics compliance, customs, and regulatory frameworks.

Candidate Profile

We are looking for a commercially driven professional with a strong hunter mentality who can proactively identify opportunities and convert them into profitable business.

The ideal candidate will:

- Be comfortable with cold calling and proactive prospecting.
- Demonstrate resilience throughout long sales cycles.
- Build trusted relationships with customers at all levels.
- Focus on value creation rather than price competition.
- Understand Japanese business culture while successfully operating in a European business environment.
- Collaborate effectively with operational teams to deliver practical logistics solutions.
- Maintain a strong focus on pipeline growth, sales performance, and profitability.

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