

Job Detail

Staff Level

Position Title	[World's largest comprehensive logistics company] Tokyo Maritime/Air import/export service sales position Stable employment environment and comprehensive benefits
Recruiter Company	EPS Consultants LLC
Company Name	Company name is private
Activated / Updated	2024-04-19 / 2024-04-19
Job Type	Sales/AE - Corporate Sales Sales/AE - Logistics Sales Sales/AE - Service Industry Sales
Industry	
Location	Asia Japan Tokyo
Job Description	<p>■ Business content</p> <p>We will be responsible for developing new marine and air logistics services and deepening sales to existing customers. This position requires you to use English on a daily basis, including communicating with foreign superiors.</p> <ul style="list-style-type: none"> - Drive all sales activities for assigned customers (e.g., creating quotations), identify potential customers, build a sales pipeline, and close profitable and sustainable customer deals. <ul style="list-style-type: none"> • Carry out sales activities in collaboration with pricing and logistics business development teams. - Gather current market information regarding prices and products and perform competitive analysis. <ul style="list-style-type: none"> • Maintain and update customer information in the internal system. • Regularly review customer portfolio with managers and teams.
Company Info	<p>■ Overview of the hiring company</p> <p>We are a comprehensive logistics company with headquarters in Europe. In our forwarding business, we boast the world's highest cargo handling volume for both ocean and air transport, and we are also focusing on land transportation and contract logistics businesses. We also have strengths in our independently developed IT systems that manage the entire SCM, and have established an established position in the industry.</p>
Working Hours	9:00~18:00
Qualifications	<ul style="list-style-type: none"> • Business level English proficiency • People who understand the import/export process and have work experience • Corporate sales experience (those with forwarder sales experience are welcome) • Those who can build good relationships with internal and external parties
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Native Level
Salary	JPY - Japanese Yen JPY 7000K - JPY 9000K
Job Contract Period	Full-time employment