

Job Detail

Staff Level

Position Title	[Make use of your language skills] New corporate sales position Major European international logistics company Work globally
Recruiter Company	EPS Consultants LLC
Company Name	Company name is private
Activated / Updated	2024-04-19 / 2024-04-19
Job Type	Sales/AE - Logistics Sales Administrative - International Affairs Administrative - Logistics/Materials & Purchase Control
Industry	
Location	Asia Japan Tokyo
Job Description	<p>Currently, we only provide ocean freight services and would like to focus primarily on the automotive, electronics and healthcare sectors.</p> <ul style="list-style-type: none"> - Identifying and developing new business/customers through cold calling and sales activities - Building and developing strong relationships with new and existing customers through regular sales calls and visits - Coordinating customer-related calls and meetings with Key Account Management (KAM), operations, products, etc. - Preparing new (general) quotations and following up on sales leads - Handling customer complaints for topics other than shipping-related topics - Maintaining and updating information in the Customer Information System (CIS)
Company Info	This is the Japanese branch of a major European forwarder with bases in over 370 regions around the world, which transported 42.8 million tons and 81.1 million pieces of cargo in fiscal year 2022. The Japanese branch was established in 2023 and handles many ocean transport projects utilizing the company's overseas network, focusing on the automotive, electronics, and healthcare sectors.
Working Hours	9:00 – 18:00 (1 hour break)
Qualifications	<ul style="list-style-type: none"> • 2-3 years or more experience in marine import/export operations • Work experience at a forwarder, shipping company, etc. • Practical experience in PC operation, including MS Office • Business-level English skills
English Level	Business Conversation Level (TOEIC 735-860)
Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 5000K - JPY 8000K
Salary Description	<ul style="list-style-type: none"> • Full social insurance coverage • Transportation expenses provided (company regulations apply) • Bonuses • Salary increases • Self-study support allowance (50,000 yen per year) • Group medical insurance • Overtime allowance (paid as incurred)
Holiday Description	2 days off per week (Saturday, Sunday, and public holidays) Summer vacation Winter vacation Paid vacation Other
Job Contract Period	Full-time employment

