



About Nippon Recruitment

Nippon Recruitment specialises in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer, a Japanese multinational logistics services provider located in Amsterdam, we are looking for a

Business Development Manager, Amsterdam (967) Fulltime, fluency in Japanese and English

Company information

Our customer is a multinational logistics services provider, with offices all over the world. The global HQ is located in Japan.

Job description

As Business Development Manager, you will be responsible for sales activities, including the maintaining and developing customer relationships, with a focus on Japanese (potential) customers.

- Acquiring potential Japanese prospects
- Taking care of After Sales and strengthen customer relationships
- Informing the organization about specific customer requirements
- Visiting network events and trade shows
- Handling complaints from Japanese customers/relations
- Customer Review by registering and reporting customer satisfaction
- Compliance with the debtor policy
- Preparing and follow-up of quotations for (potential) Japanese relations
- Maintaining customer information systems
- Preparing sales reports
- Periodic contact with Sales staff Branch Managers
- Taking care of correspondence
- Ensuring correct implementations of new customers in the organization
- Presenting, promoting and selling services by using solid arguments to existing and prospective customers
- Establishing, developing and maintaining positive business and customer relationships
- Reaching out to customer leads through cold calling
- Expediting the resolution of customer problems and complaints to maximize satisfaction
- Achieving agreed upon sales targets and outcomes within schedule
- Coordinating sales effect with sales team members and other departments, being a Team-player

Job requirements

In order to qualify for this versatile and challenging position, required are at least the following criteria:

- Experience in logistics industry (forwarding and warehousing) is required

- Experience as sales representative in an international environment for 5-10 years is preferred
- Experience in Dutch logistics industry is preferred
- Fluency in Japanese (Native is preferable) and English. Dutch will be a plus
- Good command of MS Office
- Excellent selling, communication and negotiation skills and positive attitude

Are you looking for this broad and challenging role? Please send your English CV to Izumi Sawada (application@nipponrecruitment.com) or call at + 31 6 3013 7769.