

Business Development Manager

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Company: JAC Recruitment

Location: United Kingdom

Category: other-general

Title

Japanese Speaking Business Development Manager

Type of employment

Permanent Position

Salary

per annum

Job profile

Japanese logistics company currently are looking for Business Development Manager to expand their business.

Key areas of Responsibility

Conduct client and client industry research to identify key contacts and consulting

opportunities to support lead generation.

Build and promote strong, long lasting customer relationships ensuring the business consistently exceeds customer expectations whilst driving sales.

Control and manage the entire sales process to closure.

Act as the first point of contact for incoming sales enquiries.

Present sales, revenue, expenses and pipeline reports to the management team.

Continually assess the sales process to identify improvements and efficiencies.

Keep the CRM system updated, and ensure all business development administration is managed.

Qualifications

3 - 4 years' prior Freight Forwarding industry related business development experience

Strong communication and interpersonal skills

Proven knowledge and execution of successful development strategies

Focused and goal-oriented.

Location

West Drayton, London

Visa

Eligible to work in the UK

About our client

Logistics industry

#LI-JACUK

#citylondon

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