



## PR/094819 | Trade Lane Manager

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1539337

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

May 13th, 2025 10:39

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Company and Job Overview**

Foreign logistic company is looking for Trade Lane Manager in Ho Chi Minh

**Job Responsibilities**

- Obtain new logistics related businesses/ customers.
- Obtain new logistics segments of our existing customers.
- Control quotations issuances.
- Profit/ Loss Control of the customers in charge.
- Account management for customers in charge.
- Collect sales credit & overdue receivables from customers in charge.
- Support middle offices to handle shipments of the customers in charge smoothly and without any claims/ complaints

by the customers.

- Ensure smooth handover the account to the operations team.
- Manage and motivate team members and participate in training team members.
- Prepare related reports about sales activities and sales targets periodically and per requests.

**Job Requirements**

- University degree Business Administration or any major.
- Logistics: Freight forwarding, warehousing, customs.
- 5 years of experience in international freight forwarder.
- 2 years of experience with US market exporting.
- Fluent business English at all skills
- Proficiency in English.
- Exceptional attention to details and time management skills
- Strong independently problem-solving capabilities.
- Ability to effectively communicate, maintain relationships and negotiate with customers.

Interested applicants, click [APPLY NOW](#).

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**Company Description**