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Thailand

PR/116432 | Air & Sea Freight Sales Representative

Job Information

Recruiter[JAC Recruitment Thailand](#)**Job ID**

1540288

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 18th, 2025 06:00

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

Location: Amata City, Chonburi.**Job Overview:**

We are seeking a dynamic and driven individual to join our client team as a Sales Executive for Air and Sea Freight Services. The ideal candidate will be responsible for identifying and developing new business opportunities, driving sales, and expanding our customer base across various industries. This role requires a proactive approach to hunting for new customer accounts, conducting regular customer visits, and providing exceptional service to both new and existing clients.

Job Responsibilities:

1. Identify and develop new business opportunities for both air and sea freight services.
2. Drive sales for air and sea freight services to expand our customer base.

3. Actively hunt for new customer accounts across various industries.
4. Conduct regular customer visits and provide service for new and existing customers.
5. Provide competitive quotes, explain transit times, routes, and rates, and follow up for feedback.
6. Work closely with operations teams to ensure smooth shipment handling and timely deliveries.
7. Support customers with freight documentation, ensuring customs compliance.
8. Prepare and negotiate service proposals, focusing on delivering high-quality service.
9. Respond professionally to customer inquiries, sales leads, and complaints.
10. Assist with rate offerings and conditions for air and sea freight, including responses to RFIs, RFQs, RFPs.
11. Maintain accurate and up-to-date records of customer visits and sales progress in the CRM system.
12. Prepare and present monthly sales and marketing activity reports.

Qualifications:

- Bachelor's Degree in Business, Marketing, International Business, Logistics or related fields.
- At least 1-3 years of outside sales experience in air and sea freight services
- Good personality.
- Business to Fluent in English Communication
- Strong negotiation, communication, presentation, and relationship-building
- Knowledge of international freight regulations and shipping documentation.
- Dedication to providing great customer service.
- Proficiency in CRM systems.
- Own car and driving license is a must.

Company Description