



JAC Recruitment

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Thailand

PR/117215 | Sales Representative - Cross Border Transportation

Job Information

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

1540384

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 4th, 2025 12:01

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

Position: Sales Representative - Cross Border Transportation

Salary: 22,000 – 32,000THB +/- (Negotiable)

Location: Bangkok Near Lat Phrao Station (MRT Blue Line, BTS Yellow Line)

Our client is a global leader in logistics solutions providers, specializing in air freight, sea freight services and logistics services, with over 300 offices worldwide.

Position:

Responsibilities:

- Develop relationships with clients and prospects requiring cross-border transportation solutions. Identify needs and offer tailored transportation services.
- Research market trends, competitor offerings, and customer needs to create competitive proposals and sales

strategies.

- Provide guidance on customs regulations, necessary documentation, and best practices for cross-border shipments. Resolve any issues or inquiries that may arise.
- Collaborate closely with operations teams and customer service to ensure shipments meet customer timelines and compliance standards.
- Prepare and negotiate service proposals, securing long-term commitments from clients.
- Document sales activities, revenue targets, and customer feedback to support continuous improvement in service offerings.

Qualifications:

- Bachelor's degree in Business, Logistics, Transportation, Supply Chain, or a related field.
- Minimum of 1 year in sales cross-border transportation. (Open to recent graduates with knowledge of cross-border transportation.)
- Good command of English
- Understanding of international transportation regulations, customs compliance, and cross-border logistics
- Own car and driving license

Company Description