



## 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**

May 20th, 2025 12:16

### 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

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Company Description