



## PR/158632 | Regional Sales Manager

### Job Information

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

1540860

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 3rd, 2025 21:00

### 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

The Regional Sales Head is responsible for leading and executing the sales strategy for cross-border trucking services. This role involves driving revenue growth, expanding market share, developing key client relationships, and managing a high-performing sales team across multiple locations.

### Job Responsibilities

- Develop and implement regional sales strategies to drive business growth for FTL and LTL services.
- Identify new business opportunities, market trends, and competitive landscape to enhance market positioning.
- Set and achieve sales targets, revenue goals, and profitability objectives
- Develop strategic partnerships to enhance service offerings and expand client base.
- Drive customer retention strategies to ensure high levels of satisfaction and long-term contracts.

- Lead and manage a regional sales team, providing guidance, coaching, and performance monitoring

#### **Job Requirements**

- At least 5 years of managerial experience in logistics, transportation, or cross-border trucking industry
- Strong understanding of cross-border trade regulations and customs requirements
- Experience in managing FTL and LTL services across multiple regions

---

#### **Company Description**