



PR/158807 | Sales Manager - Ocean Freight

Job Information

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

1540942

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:36

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

A global leader in freight management is looking for Sales Manager to lead the sales team and ensuring the sales targets are met.

Job Responsibilities

- Responsible to develop strong customer ocean freight pipelines and achieving the assigned sales targets for the Company
- To identify business opportunities, increase profitability and accelerate growth for the Company through selling integrated supply chain solutions focusing on international freight services
- To increase the business community's awareness of the Company, particularly among prospective clients, by working with the management team to identify strategic business opportunities in freight services.
- Being ahead of the market trend, he/she is required to design creative solutions to anticipate and exceed customer

expectations.

- To secure new businesses for the company as well as manage the existing pool of accounts to increase the share of wallets from these customers
- To manage customer relationships with the aim of improving customer satisfaction, account profitability and customer retention
- To work with counterparts from overseas for leads and opportunities.

Job Requirements

- Preferably candidate with ocean freight experience
- Experience in freight forwarding which related to petrol-chemical business will be advantage

Company Description