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PR/094819 | Trade Lane Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1541502

Industry
Logistics, Storage

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
July 1st, 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

Company and Job Overview
Foreign logistic company is looking for Trade Lane Manager in Ho Chi Minh

Job Responsibilities
- Obtain new logistics related businesses/ customers.

- Obtain new logistics segments of our existing customers.

- Control quotations issuances.

- Profit/ Loss Control of the customers in charge.

- Account management for customers in charge.

- Collect sales credit & overdue receivables from customers in charge.

- Support middle offices to handle shipments of the customers in charge smoothly and without any claims/ complaints

by the customers.

- Ensure smooth handover the account to the operations team.

- Manage and motivate team members and participate in training team members.

- Prepare related reports about sales activities and sales targets periodically and per requests.

Job Requirements
- University degree Business Administration or any major.

- Logistics: Freight forwarding, warehousing, customs.

- 5 years of experience in international freight forwarder.

- 2 years of experience with US market exporting.

- Fluent business English at all skills

- Proficiency in English.
- Exceptional attention to details and time management skills

- Strong independently problem-solving capabilities.

- Ability to effectively communicate, maintain relationships and negotiate with customers.

Interested applicants, click APPLY NOW.

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Company Description