



JAC Recruitment

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Vietnam



PR/094921 | [Freight Forwarding] Outside Sales Representative

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1545464

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

June 24th, 2025 10:39

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 OVERVIEW

Our client is looking for the Outside Sales Representative position.

Work Location: HCM

JOB RESPONSIBILITIES

- Focused on acquiring and developing new non-Japanese clients.
- Understand client needs and propose optimal logistics solutions.
- Handle the full sales cycle, including preparing quotations, negotiating contracts, and managing orders.

- Identify and solve issues within the logistics process.
- Coordinate with internal departments such as Operations and Customer Service.

JOB REQUIREMENTS

- Business-level English.
- Japanese language skills are a plus. (not required)
- Minimum 3 years of sales experience, preferably in international logistics or freight forwarding industry.
- Strong communication, presentation, and negotiation skills.
- Customer-oriented mindset with proactive problem-solving ability.
- Team player with a collaborative approach.
- Able to think independently and take initiative.

BENEFITS

- Location: Tân Bình - Ho Chi Minh City, Vietnam
- Employment Type: Local Hire (Full-time, Permanent)
- Salary: Negotiable (based on experience and qualifications)
- Working Hours: 8:00 AM – 5:00 PM (Monday to Friday)
- Holidays: Saturdays, Sundays, Vietnamese national holidays, annual paid leave, and special leave (in accordance with Vietnamese labor law)
- Compulsory Insurance
- Bảo Việt Healthcare Insurance
- 13th month salary, yearly bonus, Teambuilding

#LI-JACVN

Company Description