



## PR/116432 | Air & Sea Freight Sales Representative

### Job Information

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

1548972

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

August 19th, 2025 17:00

### 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

**Location:** Amata City, Chonburi.

**Job Overview:**

We are seeking a dynamic and driven individual to join our client team as a Sales Executive for Air and Sea Freight Services. The ideal candidate will be responsible for identifying and developing new business opportunities, driving sales, and expanding our customer base across various industries. This role requires a proactive approach to hunting for new customer accounts, conducting regular customer visits, and providing exceptional service to both new and existing clients.

**Job Responsibilities:**

1. Identify and develop new business opportunities for both air and sea freight services.
2. Drive sales for air and sea freight services to expand our customer base.

3. Actively hunt for new customer accounts across various industries.
4. Conduct regular customer visits and provide service for new and existing customers.
5. Provide competitive quotes, explain transit times, routes, and rates, and follow up for feedback.
6. Work closely with operations teams to ensure smooth shipment handling and timely deliveries.
7. Support customers with freight documentation, ensuring customs compliance.
8. Prepare and negotiate service proposals, focusing on delivering high-quality service.
9. Respond professionally to customer inquiries, sales leads, and complaints.
10. Assist with rate offerings and conditions for air and sea freight, including responses to RFIs, RFQs, RFPs.
11. Maintain accurate and up-to-date records of customer visits and sales progress in the CRM system.
12. Prepare and present monthly sales and marketing activity reports.

**Qualifications:**

- Bachelor's Degree in Business, Marketing, International Business, Logistics or related fields.
- At least 1-3 years of outside sales experience in air and sea freight services
- Good personality.
- Business to Fluent in English Communication
- Strong negotiation, communication, presentation, and relationship-building
- Knowledge of international freight regulations and shipping documentation.
- Dedication to providing great customer service.
- Proficiency in CRM systems.
- Own car and driving license is a must.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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**Company Description**