



## PR/117418 | SALES MANAGER - Logistics

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1549228

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

August 5th, 2025 12:01

### 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

Position: SALES MANAGER - Logistics

Business: LOGISTIC SOLUTIONS

Location: BANGKOK

Salary: 100,000 – 150,000 THB

Overview: The Sales Manager is responsible for developing and implementing sales strategies to achieve revenue targets for logistics services. This role involves identifying and pursuing new business opportunities, managing client relationships, and coordinating with logistics teams to ensure efficient service delivery.

#### Key Responsibilities:

- Create and execute sales strategies to meet or exceed revenue targets.
- Identify and pursue new business opportunities through cold calling, networking, and responding to leads.

- Establish and maintain strong relationships with key customers and suppliers.
- Work closely with warehouse, transportation, and distribution teams to optimize logistics processes.
- Analyze sales data and market trends to make strategic decisions.
- Collaborate with sales and marketing teams to design and implement promotional activities.
- Prepare regular reports on sales performance and logistics operations.
- Lead and mentor the sales logistics team to achieve organizational goals.

Qualifications:

- Bachelor's degree in Business, Logistics, Supply Chain Management, or a related field.
- At least 10 years of experience in sales logistics or supply chain management.
- Proven success in meeting or exceeding sales targets, with strong connections in multinational companies.
- Excellent leadership and team management abilities.
- Exceptional communication and interpersonal skills.
- Proficient in both spoken and written English.

#LI-JACTH

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## Company Description