



## PR/117522 | Key Account Executive

### Job Information

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

1549360

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

July 8th, 2025 17:13

### 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

We are currently working for our clients who is in logistic and freight forwarding. Due to its expansion, they have multiple positions in either Business Development or Key Account to join the team. If you are keen to explore more details, feel free to simply drop your CV by clicking APPLY

**Position:** Key Account Manager / Executive

**Salary:** 30,000-80,000 THB

**Location:** BKK city

**Requirements:**

- Develop business by managing customers' expectations and increasing sales with existing accounts
- Propose the best logistic solutions to customers and seek new customers whose profile match company's strategy.
- Generate leads, set appointments and present business proposals to potential customers through various

communication channels, including face to face meetings, telephone calls, emails, etc.

- Provide pricing, sales contracts to customers

**Qualifications:**

- Bachelor's or above in Business Administration, or any related Fields
- Min 3 years of working experience in **Sales/Business Development/Key Account in logistic / freight forwarding / warehouse & transportation, container industry or any related**
- Ability to negotiate, influencing customers and make recommendations.
- Ability to communicate in English

Interested candidate, please submit your most recent resume in English (Word format) by simply clicking "**APPLY NOW**"

JAC Personnel Recruitment Ltd.  
10F, Emporium Tower, 622, Soi 24, Sukhumvit Road, Klongton, Klongtoey, Bangkok 10110  
Tel: 066-097-2958  
Contact: Napaphach – MNC Team

**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