



PR/094819 | Trade Lane Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1549490

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 17:14

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**.

#LI-JACVN

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Company Description