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JAC Recruitment Thailand

PR/117757 | KEY ACCOUNT MANAGER - Logistics

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1553333

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 29th, 2025 10:47

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: KEY ACCOUNT MANAGER - LOGISTICS

BUSINESS: LOGISTICS BUSINESS

LOCATION: BANGKOK

SALARY: 100,000 - 120,000 THB

This position is responsible for retaining existing key customers, managing their expectations, and ensuring their needs are met in a timely manner. The role involves managing key accounts to achieve designated sales targets through the implementation of appropriate and unique strategies. Furthermore, the Senior Manager will lead customers to contribute to future business development, sustainability, and profitability.

Key Responsibilities:

- Understand Customer Needs: Establish market and customer insights to understand their total supply chain requirements for logistics solution design.

- **Design Logistics Solutions:** Provide comprehensive logistics solution designs to support future business needs, including warehouse, transport, and freight solutions.
- **Enhance Customer Satisfaction:** Develop and implement initiatives to increase customer satisfaction and manage/resolve issues to maintain trust.
- **Achieve Sales Targets:** Retain current business and generate new business in terms of financial and volume targets within regional and global networks.
- **Develop Strategic Plans:** Create and implement retention and new business strategic plans for all Key Account Customers.
- **Lead New Business Initiatives:** Identify target customers, develop sales strategies, and lead new business initiatives in specific regions through joint sales calls.
- **Support Proposals and Pricing:** Provide support for customer-based solutions and proposals, coordinating pricing strategies and rate negotiations.
- **Manage Contracts and Bids:** Participate in bid management, contract negotiation, and contract renewal.
- **Drive Upselling:** Actively engage in upselling projects to existing clients.
- **Collaborate and Report:** Work closely with internal and external partners for optimal results and participate in local meetings to capture real customer requirements.

Qualifications:

- Bachelor's degree in logistics, business management or related fields.
- Minimum 10 years of sales or key account management experience in logistics industry with exposure in providing logistics solutions design or comparable
- Excellent knowledge of the logistics industry (freight forwarding, contract logistics, land transportation, etc.).
- Demonstrated excellence in strategic and tactical problem-solving.
- Proficiency in financial and pricing analysis.
- Ability to work well under pressure and commit to deadlines.
- Capable of working independently, within a team, and across teams.
- Able to manage both internal and external stakeholders effectively.
- Fluent English proficiency. Knowing Chinese would be an advantage.
- Proven sales successes in new business generation and retention prowess.

#LI-JACTH

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Company Description