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JAC Recruitment Thailand

PR/117758 | GENERAL MANAGER - LOGISTICS

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1553334

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: GENERAL MANAGER - LOGISTICS

BUSINESS: LOGISTICS BUSINESS

LOCATION: BANGKOK

SALARY: 150,000 - 200,000 THB

Responsibilities:

- Lead Regional Account (RA) management, including selection and strategy for multi-country business growth.
- Provide insights into customer needs to maintain and expand RA business.
- Communicate and support operational companies based on RA strategies.

- Analyze key accounts to fulfill customer requirements and foster win-win situations.
- Guide subordinates in developing Account Development Plans for new business prospects and maximizing growth.
- Monitor customer-oriented service for all key accounts.
- Act as the primary escalation point for RAs, providing support and problem-solving to the team.
- Plan and coordinate key account activities to achieve financial and volume sales targets, and generate new business.
- Manage and hire employees, ensuring their development and motivation.
- Oversee employees to create a highly motivated work environment and innovate for improvement.

Qualifications:

- Bachelor's degree in Logistics, Marketing, Business Administration, or a related field.
- Over 15 years of Key Account Management experience in the logistics industry, with exposure to logistics solution design or comparable roles.
- At least 5 years of experience at a Management level (GM or Director).
- Excellent knowledge of the logistics industry, including freight forwarding, contract logistics, and land transportation.
- Demonstrated excellence in strategic and tactical problem-solving.
- Proficient in financial and pricing analysis.
- Ability to work well under pressure and commit to deadlines.
- Excellent people, communication, and negotiation skills, with an intuitive understanding of customer business.
- Fluent English proficiency; other languages are a plus.
- Proven sales successes in new business generation and retention.

#LI-JACTH

#citybangkok

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Company Description