



## PR/117791 | General Manager (Freight logistics)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1553875

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

September 16th, 2025 13:00

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

None

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Our client is one of an international growing freight forwarding and logistics companies.

Location: Ekkamai

Salary: 120,000 - 150,000 THB (negotiable)

The General Manager is responsible for leading the Thailand branch's business development, sales, and operations. This role ensures strategic alignment with the Company Group's regional goals and directives from headquarters, while driving growth and operational excellence.

### Key Responsibilities

- Develop and execute business development and sales strategies to meet Thailand's office KPIs and management objectives.
- Build and lead a high-performing business development team; coordinate sales initiatives and collaborate with HQ on team management.
- Maintain strong relationships with local carriers, airlines, suppliers, and booking agents.
- Ensure compliance with HQ directives and implement effective internal control mechanisms.
- Oversee daily operations and administrative functions to ensure efficiency and regulatory compliance.
- Manage P&L to meet company's goal and objectives.

## Qualifications & Requirements

- Bachelor's degree or higher.
- 8+ years of experience in sales and team management within the freight forwarding industry.
- In-depth knowledge of local logistics, export, and import markets.
- Strong industry network and existing customer base are highly preferred.
- Excellent market insight, organizational and leadership skills.
- Strong communication in both Thai and English
- Familiarity with freight forwarding trends and technologies.

JAC Recruitment Ltd.

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## Company Description