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JAC Recruitment Vietnam

PR/095101 | SALES FREIGHT FORWARDER

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1556257

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 9th, 2025 02:00

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 OVERVIEW

Our client is looking for the SALES FREIGHT FORWARDER position.

Work Location: HCM city

JOB RESPONSIBILITIES

- Focusing on Sales Performance to achieve depart/ branch targets, and contribute to the depart's performance in terms of revenue and profit.
- Expanding market for new customers, and retaining current customers to achieve Sales target.
- Increase import volume contribution by approaching customers who have import demands.

- Collaborate with internal teams to ensure smooth onboarding and service delivery.
- Attend to all queries from customers and respond on time.
- Manage your own sales pipeline and keep all activities updated in Salesforce (SFDC).

JOB REQUIREMENTS

- Over 2 years of B2B sales experience in freight forwarding and logistics.
- Strong understanding of the logistics industry and customer needs.
- Experience managing a personal portfolio and thriving in fast-paced environments.
- Fluent in Vietnamese and English.
- Excellent communication, negotiation, and stakeholder management skills.
- Self-driven, adaptable, results-oriented, and hard-working.
- Experience in pricing or customer service is a bonus.

BENEFITS

- Working Hours: 8:00-17:00 (Mon~Fri)
- Saturday Work from home: 16days/year (flexible time)
- Lunch time: 12:00 -13:00
- Have 13th month + Bonus according to year-end KPI evaluation
- Salary review: Once per year
- Annual Leaves: 12 days
- Others: Business travel allowance, attendance allowance, lunch allowance, foreign language allowance (TOEIC 800 OR IELTS 6.5, N1,N2), health insurance, mobile phone/SIM card for work, employee trip, health checkup, etc.
- Holidays: Vietnamese Public holiday, Sat-Sun

#LI-JACVN

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Company Description