

タイの求人なら JAC Recruitment Thailand

PR/118109 | US Trade Lane Development (Logistic)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1559039

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 4th, 2025 06:00

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

Location: Rama4

Industry: Logistics & Freight Forwarding Salary: 60,000-100,000 THB/month (Negotiable)

Role Overview:

Our client is one of the growing MNC logistic companies. They are seeking a dynamic and experienced Sales / Trade Lane Development Manager to drive growth and strengthen our USA trade lane. This role focuses on developing business opportunities, building strong customer relationships, and enhancing our market presence in both air and sea freight.

Key Responsibilities:

- Develop and expand the USA trade lane by leveraging existing customer relationships and identifying new opportunities.
- Act as the subject matter expert for the US market, including customs processes, import/export regulations, and logistics infrastructure.

- Collaborate with sales and operations teams to create tailored solutions for customers importing/exporting to/from the
- Maintain strong knowledge of air and sea freight services, pricing, and market trends.
- Travel to the US as needed to meet clients, attend industry events, and strengthen partnerships.
- Provide insights and strategic input to improve service offerings and customer satisfaction.

Qualifications:

- Proven experience in Sales / BD / Trade Lane development in logistics and freight forwarding, with a strong focus on the US trade lane.
- Deep understanding of US customs procedures and import regulations.
- Strong market knowledge in both air and sea freight.
- · Familiarity with US ports, geography, and logistics networks.
- Excellent communication skills in English (spoken and written).

Interested candidate, please send your resume in English (Word format only) along with your recent photo and expected salary to us.

JAC Personnel Recruitment Ltd

10F Emporium Tower 622 Sukhumvit Soi 24 Klongton, Klongtoey, Bangkok 10110

Contact: K. Napaphach

Office Number: 066-097-2958

Time: 9.00 am - 6.00 pm

Website: https://www.jac-recruitment.co.th

#LI-JACTH #citybangkok

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description