



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**

October 7th, 2025 10:01

### 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 US.
- 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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

---

## Company Description