



PR/095213 | Business Development Specialist for a reputable logistic company

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1559771

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

September 30th, 2025 10:20

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

Thanh Tri, Hanoi

COMPANY OVERVIEW

Our client is a Viet Nam's leading warehousing logistics services.

JOB RESPONSIBILITIES

- Find customers, especially Japanese customers
- Contact customers to clarify details and specific needs of customers to use logistics services
- Participate in building logistics solutions according to customer requirement
- Develop business plans and sales strategy for the market
- Make quotations for customer
- Negotiate the conditions & prices with agents, carriers and suppliers/subcontractors and others
- Direct, coordinate and review activities in sales, services and in receiving, shipping operations
- Control of maintenance contact with all clients in the market area
- Use CRM software in accordance with the Company's requirements and regulations

JOB REQUIREMENTS

- University or College degree in majoring Economics, Maritime, Foreign Trade, Business Administration, Marketing or other fields related to foreign trade economics
- At least 3 years of business development experience in the logistics field.
- Throughout understanding of customer and market dynamics and requirements.
- Proficient Japanese: JLPT N2 or higher
- Computer literate: Word, Excel.
- Reliable, Honest and enthusiastic, Patient, Disciplined and good ethics

BENEFITS

- Competitive salary with performance-based bonuses
- Commute allowance, OT allowance, annual salary review
- Opportunities for professional development and training
- Potential for career growth within a global organization

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Company Description