



PR/118092 | Sales Executive (Freight Forwarder)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1559811

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 30th, 2025 10:34

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

Job Summary: We are seeking a dynamic **Sales Executive** to drive business growth, build long-term client relationships, and support international logistics operations. The role involves acquiring new customers, retaining existing accounts, and collaborating with global partners to ensure efficient service delivery. The ideal candidate will have solid experience in freight forwarding, strong communication skills, and the ability to meet and exceed sales targets.

Key Responsibilities

- Conduct meetings with potential clients and successfully close business deals to achieve company goals.
- Maintain relationships with existing customers while actively developing new business opportunities.
- Coordinate with overseas offices and agents to ensure timely and efficient shipment delivery.
- Support and collaborate with the sales team to help achieve overall sales targets.
- Oversee sales operations to maximize profitability, revenue, and cost efficiency through result-driven processes.
- Develop and implement sales and marketing strategies aligned with market trends.
- Monitor performance across offices, providing support to underperforming areas to achieve set goals.

Qualifications & Requirements

- Education: Bachelor's degree.
- Experience in shipping, customer service, or freight forwarding.
- Strong command of English for business communication and documentation.
- Skills:
 - Computer proficiency
 - Hardworking, patient, and resilient under pressure
 - Service-minded with strong client focus

- Knowledge: Expertise in handling cross-country and third-country shipments.

If you are interested, click **APPLY NOW**. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

#LI-JACTH

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Company Description