



## PR/095227 | General Manager

### Job Information

**Recruiter**

JAC Recruitment Vietnam Co., Ltd

**Job ID**

1560903

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Vietnam

**Salary**

Negotiable, based on experience

**Refreshed**

October 7th, 2025 11:34

### 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

#### Company and Job Overview

JAC's client, an international freight forwarder, is looking for a General Manager

Location: Ho Chi Minh City

#### Job Responsibilities

- Design and execute business development and sales strategies to meet branch KPIs and align with overall management objectives.
- Foster and manage strong relationships with local carriers, airlines, suppliers, and booking agents while ensuring compliance with headquarters' directives and maintaining effective internal controls.
- Lead and develop the branch business development team, oversee sales initiatives, and coordinate closely with headquarters on both sales and operational matters.
- Supervise the branch's daily operations and administrative activities to ensure efficiency, compliance, and smooth workflow.
- Serve as the key contact between the company and local customers, partners, and agents, ensuring effective

communication and collaboration.

#### Job Requirements

- Bachelor's degree or above, with at least 5 years of proven experience in sales and team management within the freight forwarding sector.
- Solid understanding of local logistics, export, and import markets; candidates with a strong network and established client base are highly valued.
- Sharp market awareness combined with strong organizational, leadership, and communication skills, as well as the ability to work collaboratively.
- Familiarity with the digital freight forwarding landscape and its evolving trends.
- High level of accountability, integrity, and professionalism in both work and stakeholder relationships.

#LI-JACVN

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#### Company Description