



## PR/118370 | CEO / Sales Manager (road transport)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1564197

**Industry**

Petrochemical, Energy

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

February 10th, 2026 06:00

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Our client is a well-known company expanding into the logistics sector, focusing on electric vehicle (EV) transportation. They are currently looking for a Head of Business (CEO) and a Sales Manager to help build and grow this new business.

Salary is negotiable based on qualifications and experience

Location: Bkk or Eastern Thailand

#### Key Responsibilities:

- Develop and execute strategic sales plans to achieve company revenue targets in logistics and transportation services.
- Identify and pursue new business opportunities in road transportation and supply chain solution, and value-added logistics services.
- Create and present customized logistics solutions and prepare accurate quotations for potential clients.
- Collaborate with operations, customer service teams to ensure seamless service delivery and customer satisfaction.
- Analyze market trends, customer needs, and competitor activities to refine sales strategies.

- Negotiate contracts and pricing with clients to ensure profitability and long-term partnerships.
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Qualifications:

- Bachelor's degree in Business Administration, Logistics, Supply Chain Management, or a related field.
- 5+ years of experience in sales within the logistics or transportation industry.
- 10+ years of experience in related industry for the role of CEO
- Strong understanding of road transportation, freight forwarding and supply chain solutions.
- Excellent leadership, communication, and negotiation skills.
- Proficiency in CRM systems and Microsoft Office Suite.
- Ability to travel as needed for client meetings and business development

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

#LI-JACTH

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Company Description