



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

December 30th, 2025 12:01

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.

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Company Description