



PR/118460 | Sales Executive / Senior Sales Executive

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1565027

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 9th, 2025 07:00

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

Position: Sales Executive / Senior Sales Executive

Salary: 20,000 – 40,000THB +/- (Negotiable)

Location: Silom, Bangkok

Our client is a major logistics and transportation company in Thailand, known for their high standards, often referred to as a No. 1 Japanese Logistics Company.

Responsibilities:

- Responsible for developing and implementing sales strategies, overseeing sales operations, and managing a team of sales representatives.
- Oversee daily operations of the sales department, provide guidance and support to sales representatives, and ensure the implementation of effective sales strategies that align with our company's objectives.
- Finding new customers and taking care of old customers. Advising customers on the company's services to achieve sales targets and create customer satisfaction.

- Identify and target potential customers to generate new business opportunities.
- Explore market situation and competitors then advise customers on the best way to save costs.
- Develop and implement sales strategies and tactics to achieve sales targets.
- Understand customer requirements and provide appropriate product or service recommendations.
- Discussion terms and conditions, pricing, and contractual agreements with customers.
- Follow up with customers to ensure customer satisfaction.
- Close sales deal with concern team target and company conditions.
- Able to decide how to solve the internal problem or issue by themselves.

Qualifications:

- Bachelor's degree or Master degree in marketing, logistics or other related fields.
- At least 2 years of experience in sales or marketing in Logistics field.
- Must have experience in FWD or management over 5 years in international forwarding business.
- Excellent in English
- Can be Working outside and car license.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description