



PR/095453 | Forwarder Sales Executive

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1569725

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

February 17th, 2026 09:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

JAC's client, a Japanese logistics x IT company, is looking for a Forwarder Sales Executive

Job Responsibilities

- Develop new business opportunities and maintain strong relationships with existing clients to expand market presence and achieve sales targets.
- Seek out potential clients and maintain good relationships with existing clients. Manage the sales pipeline, update customer data, track business opportunities.
- Work closely with the Operations team to ensure smooth shipment handling and high service quality in line with customer commitments.
- Monitor market trends, competitor activities, and industry developments to identify new business opportunities and enhance sales strategies.
- Maintain accurate records of sales activities, client information, and sales forecasts in the company's system.
- Report directly to the Sales Manager as required

Job Requirements

- At least 3 years' sales experience in Logistics, Freight Forwarding.
New business sales experience is preferred.
- English proficiency at business level
- Japanese proficiency at N3 level or above (strong communication skills preferred).

Interested applicants, click **APPLY NOW**
#LI-JACVN

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Company Description