



PR/095538 | Sales Manager

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1574800

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

March 10th, 2026 06:00

General Requirements

Minimum Experience Level

Over 3 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

Company Overview

A company in the logistics industry is hiring for a Sales Manager position.

Job Description

- Manage and develop ocean, air, and customs business activities in coordination with team members.
- Support and advise clients while negotiating with vendors to ensure effective commercial outcomes.
- Develop business plans and implement sales strategies aligned with company objectives and targets.
- Support the General Manager and sales team by monitoring sales progress, managing new projects, and driving performance toward assigned goals.

- Ensure close cooperation with the Operations Department in compliance with applicable laws, policies, and internal regulations.
- Expand and develop the customer base while strengthening long-term relationships through market analysis and reporting.
- Oversee sales team performance, develop training plans, and contribute to the creation of new services and business tools to enhance market competitiveness.

Qualifications

- Bachelor's degree in a related field.
- At least 3 to 5 years of sales experience in the logistics sector with a Japanese or international logistics or forwarding company.
- Strong management, negotiation, and business planning skills.
- Solid knowledge of sales and marketing within the logistics field, including air, ocean, warehouse, trucking, and customs procedures.
- Effective communication skills with a cooperative, customer-oriented approach.
Business-level English proficiency.
- Ability to work under high pressure with a strong sense of responsibility.

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Company Description