



## PR/119092 | Sales Logistics (Chinese Speaking)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1579776

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

May 5th, 2026 05:00

### 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

Position: Sales Executive (Chinese Speaker)

Location: BTS Chong Nonsi Station

### Responsibilities:

- Actively identify and penetrate the Chinese business sector within Thailand. Establish, develop, and maintain long-term professional relationships with both current and prospective Chinese and local customers to drive new business growth.
- Promote and sell a full suite of logistics services, including Ocean and Air Freight, as well as value-added services such as Customs Brokerage, Warehousing, and Inland Transportation.

- Conduct proactive sales activities, including cold calling, in-person client visits, and professional presentations to showcase our solutions to existing and potential accounts.
- Coordinate effectively with internal departments (Operations, CS, and Pricing) to ensure customer requirements are met, problems are resolved promptly, and service implementation is seamless.
- Execute defined sales strategies and prepare accurate, competitive quotations tailored to customer needs while ensuring timely follow-ups to close deals.
- Prepare and submit comprehensive monthly sales reports, activity logs, and market analysis reports to management for strategic planning.

#### Qualifications

- Bachelor's degree in business administration, Logistics or related fields  
Have background experience in Sales Logistics, Freight Forwarding Air and Sea Freight.
- Outside Sales Experience.  
Have own car and able to drive.
- Communication level of Chinese and English.
- Computer literacy in Microsoft Office (Word, Excel, PowerPoint)
- Strong analytical skills and negotiation skills, target oriented as well as customer service oriented, hardworking and mature.

**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