



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

March 24th, 2026 12:01

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