



PR/119990 | Senior Sales Executive

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1600921

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 7th, 2026 10:14

General Requirements

Minimum Experience Level

Over 6 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: Senior Sales Executive – Freight & Logistics (level can be adjusted depending on experience)

Location: Bkk

Company: Multinational Freight & Logistics services.

Job Summary

The Sales Executive – Freight & Logistics is responsible for identifying new business opportunities, developing client relationships, and selling freight forwarding, transportation, and logistics solutions. The role focuses on achieving sales targets, expanding the customer base, and ensuring customer satisfaction.

Key Responsibilities

- Identify and develop new business opportunities to achieve freight forwarding and logistics sales targets.

- Build and maintain strong relationships with customers, ensuring high levels of satisfaction and retention.
- Prepare and present freight service proposals, quotations, and contract agreements to clients.
- Negotiate pricing and service terms while ensuring profitability and competitiveness.
- Coordinate with operations, pricing, and customer service teams to ensure smooth service delivery.
- Monitor market trends, competitor activities, and sales performance, providing regular reports and forecasts to management.

Qualifications

- Bachelor's degree in Business Administration, Logistics, Supply Chain Management, Marketing, or related field.
- 2–8 years of experience in freight forwarding, logistics, transportation, or supply chain sales.
- Strong understanding of air freight, sea freight, trucking, customs clearance, and logistics operations.
- Excellent negotiation and communication skills.
- Good command of English

Interested applicants, please click APPLY NOW. Only shortlisted candidates will be contacted due to the high volume of applications.

Thank you for your understanding.

#LI-JACTH

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Company Description