

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
October 27th, 2026 19:00

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