

PR/096021 | Sales Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1600964

Industry
Logistics, Storage

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 00:00

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 and freight forwarding industry is hiring for a Sales Manager position. The organization specializes in international transportation and logistics solutions, including ocean freight, air freight, customs procedures, and related supply chain services.

Job Description

- Manage ocean freight, air freight, and customs-related business activities together with team members
- Support clients by providing consultation services and negotiating with vendors when necessary
- Develop business plans and implement effective sales strategies to achieve company objectives
- Coordinate with the General Manager and sales team to monitor sales progress, manage new projects, and drive

target achievement

- Ensure smooth cooperation with the Operations Department while maintaining compliance with company policies and relevant regulations
- Expand and develop the customer network to increase business opportunities
- Monitor team performance and develop training plans to strengthen the capabilities of sales department members
- Propose and develop new services and business tools to enhance competitiveness in the market
- Prepare market reports and identify effective solutions to attract and maintain long-term customer relationships
- Handle additional duties assigned by the General Manager

Qualifications

- Bachelor's degree in a related field
- At least 3–5 years of experience in sales within the logistics or freight forwarding industry
- Experience working for a Japanese or international logistics/forwarder company is required
- Must have direct sales experience in Air and Sea Freight
- Experience managing shipments of Cold Chain, Seafood, and Frozen Food
- Good understanding of sales and marketing activities in logistics, including air freight, ocean freight, warehousing, trucking, and customs procedures
- Business-level English communication skills

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Company Description