



PR/120077 | Head of Freight Forwarding Business – Executive Leadership

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1604879

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 12:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Head of Freight Forwarding Business – Executive Leadership

Salary: 100 - 200K

Location: Bangkok, Thailand

Responsibilities:

- Lead the overall Freight Forwarding Business, covering Commercial, Operations, and Customer Service.
- Drive business growth, profitability, and long-term strategic development through full P&L ownership.
- Develop and execute commercial strategies to expand market share and strengthen customer relationships.
- Lead organizational development, performance improvement, and business transformation initiatives.
- Collaborate with regional and global stakeholders to align business strategies and operational objectives.
- Build, coach, and develop a high-performing leadership team while overseeing an organization of approximately 250

employees.

- Monitor business performance and implement initiatives to improve productivity, service quality, and operational efficiency.
- Represent the business in key customer meetings, strategic partnerships, and executive-level discussions.

Qualifications:

- Extensive leadership experience within the Freight Forwarding or Logistics industry.
- Proven experience leading Commercial, Operations, Customer Service, and P&L at a senior management or executive level.
- Strong understanding of Ocean Freight and international logistics operations.
- Demonstrated success in business development, organizational leadership, and business transformation.
- Excellent stakeholder management and communication skills in multicultural environments.
- Strong people leadership with experience managing large cross-functional organizations.
- Fluent English is required. Thai language skills are an advantage.
- Experience with multinational logistics companies is highly preferred.

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