

PR/120191 | SALES MANAGER - LOGISTIC SOLUTIONS

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1607146

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 03:00

General Requirements

Minimum Experience Level
Over 10 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

Job Summary

We are seeking an experienced and results-driven Sales Manager to lead business growth, develop key customer relationships, and drive sales performance. The successful candidate will be responsible for identifying new business opportunities, managing existing accounts, and executing sales strategies to achieve revenue targets.

This role is ideal for sales professionals with experience in B2B sales, logistics, supply chain, packaging, pallet pooling, manufacturing, industrial products, FMCG, retail, or related industries.

Key Responsibilities

- Drive sales growth and achieve assigned revenue, profit, and business development targets.
- Identify, develop, and secure new business opportunities across target industries.
- Build and maintain strong relationships with key customers and strategic accounts.

- Develop and implement effective sales strategies to expand market share.
- Manage the entire sales cycle, from lead generation to contract negotiation and closing.
- Conduct regular customer visits to understand business needs and propose suitable solutions.
- Prepare sales forecasts, pipeline updates, and business reports for management review.
- Monitor market trends, customer activities, and competitor movements to identify opportunities.
- Collaborate with Operations, Customer Service, and other internal teams to ensure excellent customer experience.
- Lead, coach, and support team members (if applicable) to drive performance and achieve business objectives.

Requirements

- Bachelor's Degree in Business Administration, Marketing, Logistics, Supply Chain, Engineering, or related fields.
- Minimum 5 years of experience in B2B Sales, Business Development, Key Account Management, or related functions.
- Proven track record of achieving sales targets and driving business growth.
- Experience in logistics, supply chain, industrial products, manufacturing, FMCG, retail, packaging, or related industries is preferred.
- Strong business development, negotiation, and account management skills.
- Excellent communication, presentation, and stakeholder management abilities.
- Ability to build long-term customer relationships and influence decision-makers.
- Strong analytical, problem-solving, and commercial acumen.
- Self-motivated, proactive, and able to work independently in a fast-paced environment.
- Good command of English and proficiency in Microsoft Office applications.

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Company Description