

PR/096188 | Deputy General Manager

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1609381

Industry
Logistics, Storage

Job Type
Permanent Full-time

Location
Vietnam

Salary
Negotiable, based on experience

Refreshed
October 20th, 2026 16:00

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

Company Overview

A company in the international logistics and forwarding industry is hiring for a Deputy General Manager position. This is an exciting opportunity to join a newly established office in Vietnam and play a key role in building the business from the ground up.

Job Description

- Build and establish forwarding business operations from scratch, including processes, vendor management, team structure, and operational systems
- Develop new business opportunities and generate revenue across sea, air, and land forwarding services
- Manage daily forwarding operations while directly supporting customers and resolving operational issues

- Lead, manage, and develop a local team across sales, operations, and accounting functions
- Drive business expansion through KPI management, including revenue growth, gross profit, and customer acquisition
- Collaborate closely with the Vietnam Country Manager and support the overall growth strategy of the Vietnam office
- Conduct occasional domestic business trips within Vietnam as required

Qualifications

- Bachelor’s degree or above
- Minimum 7–10 years of experience in the forwarding industry
- Experience in both sales and operations functions
- Proven track record of independently generating and developing business
- Business-level English communication skills
- Strong leadership and team management abilities
- Experience working in small teams or startup environments is highly preferred
- Existing customer network in Vietnam is an advantage
- Japanese or Chinese language skills are preferred.

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Company Description