

PR/120421 | Sales Executive

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1614252

Industry
Logistics, Storage

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 16:00

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

Key Responsibilities:
- Conduct field sales and promote the company's services, which include customs brokerage, freight forwarding (Air & Ocean + Road), warehousing.
- Identify, approach, and convert new business prospects.
- Present detailed, tailored introductions to prospects promoting the company.
- Maintain positive relationships with clients to ensure repeat sales and foster long term partnerships.
- Communicate and respond to commercial enquiries from prospects, customers.
- Prepare and submit Monthly and Weekly reports.

Requirements/Traits:
- A minimum of 1-5 years' work experience in the Freight Forwarding industry. (2-5 years' work experience)
- Comprehensive knowledge and experience in freight forwarding, Air, Ocean, Road, customs brokerage, logistics, distribution, and documentation.
- Preference for candidates who come with a portfolio of known prospects and customers.
- Dynamic and ambitious, with the initiative to think outside of the box.
- Ability to self-manage, control multiple accounts, and sometimes work under pressure.
- Hands-on experience with pricing and quotations.
- Experience in preparing sales campaigns, flyers, and direct marketing.

- Experience in developing and executing department, company goals and objectives.
- Proficient command of spoken/written English.
- Strong commercial and negotiation skills with a proven track record and ability to convert a sale.
- Excellent presentation skills, both one-on-one or to an audience.
- Ability to engage with stakeholders of all levels, both internal and external.
- Service-oriented mindset, enthusiastic, and positive can-do attitude.
- Team mindset, open to learning, and cooperative in a team environment across multiple internal departments.
- Willingness to travel domestically and internationally as required.
- Own car, valid driver's license.

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