JAC Recruitment

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JAC Recruitment Thailand

PR/120477 | Sales Executive – Freight Forwarding

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1614488

Industry
Logistics, Storage

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 08:00

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

Position: Sales Executive – Freight Forwarding

Salary: Up to THB 50,000 + Quarterly Commission (Negotiable based on experience)

Location: Bangkok (Ekkamai)

Our client is a leading international freight forwarding and logistics company with a strong global presence. The company provides comprehensive logistics solutions, including Air Freight, Ocean Freight, Road Transportation, Customs Brokerage, and Warehousing.

As the business continues to expand in Thailand

Responsibilities:

- Identify and develop new business opportunities in the freight forwarding and logistics industry.
- Proactively approach potential customers, including importers, exporters, manufacturers, and trading companies.

- Promote Air Freight, Ocean Freight, Road Transportation, Customs Brokerage, and Warehousing services.
- Build and expand customer networks to generate new business opportunities.
- Conduct customer visits, understand customer requirements, and propose suitable logistics solutions.
- Prepare quotations, negotiate pricing and commercial terms, and close sales.
- Develop and maintain long-term relationships with customers to generate repeat business.
- Coordinate with internal operations, customer service, and overseas teams to ensure smooth service delivery.
- Monitor sales performance, achieve assigned sales targets, and prepare weekly and monthly reports.
- Identify new market opportunities and develop strategies to expand the customer base.

Qualifications:

- 2–5 years of experience in Freight Forwarding Sales.
- Strong experience in hunting, new customer acquisition, and business development is highly preferred.
- An existing customer portfolio or established network in the freight forwarding industry will be a strong advantage.
- Good knowledge of Air Freight, Ocean Freight, and international logistics services.
- Good communication skills in English.
- Own car and a valid driving 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