



PR/096343 | Sales Executive

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1618517

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

October 20th, 2026 10:19

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

Company Overview

A company in the logistics industry is hiring for a Sales / Business Development Executive position to expand its customer base and grow its freight forwarding and cold chain services, particularly among non-Japanese customers.

Job Description

- Develop new business opportunities and acquire customers for freight forwarding and cold chain services.
- Explore new markets for food, fruit, frozen cargo, seafood, and other cold chain products.
- Build customer relationships and expand existing accounts.
- Prepare quotations, negotiate with suppliers, and manage service costs.

- Coordinate with customers, suppliers, and the Operations team to meet customer requirements.
- Report business progress and challenges to the manager.

Qualifications

- University or college degree in a relevant major.
- At least 2 years of relevant logistics sales experience preferred.
- Experience in new business development, especially with non-Japanese customers.
- Strong sales, communication, negotiation, analytical, and pricing skills.
- Good knowledge of ocean freight, air freight, customs clearance, trucking, and warehousing, especially Cold Chain, Seafood, and Frozen Food.
- Good English communication skills.

#LI-JACVN

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Company Description