



PR/120599 | Sales Department Manager (Logistics)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1618563

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

October 20th, 2026 10:25

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

Sales Department Manager (Logistics)

Location: One Bangkok, Bangkok (Regular travel to Prachinburi, 304 Industrial Park required)

Job Summary

We are seeking an experienced **Sales Department Manager (Logistics)** to lead our B2B transportation business and customer service operations. This role is responsible for driving sales growth, developing new business opportunities, managing key customer relationships, and leading the Sales and Customer Service teams. The successful candidate will play a key role in maximizing revenue, profitability, customer satisfaction, and fleet utilization while ensuring service quality and operational excellence.

Key Responsibilities

- Develop and execute annual sales strategies and business plans for land transportation services.
- Lead and manage Sales and Customer Service teams to achieve revenue, profitability, and customer retention targets.
- Identify and acquire new B2B customers across logistics, manufacturing, industrial, and related sectors.

- Build and maintain strong relationships with key accounts and business partners.
- Design and propose transportation service solutions, including dedicated fleet services, truck rental programs, driver-inclusive services, and customized logistics packages.
- Negotiate commercial terms, pricing, contracts, and service agreements with customers.
- Coordinate closely with Operations, Transport Planning, Maintenance, Finance, and Safety teams to ensure service delivery meets customer expectations and SLA commitments.
- Monitor customer performance, service quality, account profitability, and customer satisfaction.
- Analyze revenue, costs, margins, and fleet utilization to improve business performance and operational efficiency.
- Oversee contract renewals and ensure compliance with company policies and commercial guidelines.
- Prepare regular sales forecasts, performance reports, and market analysis for senior management.
- Coach, develop, and motivate team members to build a high-performing commercial organization.

Qualifications

- Bachelor's Degree or higher in Business Administration, Logistics, Supply Chain Management, Marketing, or related fields.
- Minimum 7 years of experience in Sales, Business Development, Key Account Management, Customer Service, or Commercial Management.
- Experience in Logistics, Transportation, Fleet Management, Trucking Services, Freight Forwarding, Contract Logistics, or related industries is highly preferred.
- Proven track record in B2B sales, client acquisition, and revenue growth.
- Experience leading and developing Sales teams.
- Able to travel regularly to customer sites in Prachinburi and other locations as required.
- Strong experience in negotiating commercial contracts and developing customer-focused solutions.
- Good understanding of transportation operations, fleet utilization, logistics services, and cost management.
- Good command of English, both written and spoken.
- Strong analytical skills with the ability to evaluate profitability, pricing strategies, and business performance.
- Excellent communication, stakeholder management, and presentation skills.
- Proficient in CRM systems, Microsoft Excel, and sales reporting tools.

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