



JAC Recruitment

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JAC Recruitment Vietnam

PR/096347 | Sales Executive

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1619243

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

October 27th, 2026 10:18

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

About the Role

A Japanese logistics company specializing in international freight forwarding and integrated logistics solutions is seeking a proactive and independent Sales professional to develop new business in Ho Chi Minh City, focusing mainly on Japanese customers.

Key Responsibilities

- Identify and acquire new customers, primarily Japanese companies.
- Develop leads, negotiate terms, and close deals.
- Build and maintain long-term client relationships.
- Manage sales activities and pipelines with minimal supervision.
- Work with the Hanoi Operations team for customer handover and service execution.

- Report sales performance, pipeline progress, and market updates directly to Japanese management.

Requirements

- Minimum 3 years of experience in logistics sales, preferably freight forwarding.
- Proven track record in new customer acquisition.
- Experience with Japanese customers is highly preferred.
- Strong prospecting, negotiation, and communication skills.
- Proactive, independent, and results-oriented.
- Good command of English.

#LI-JACVN

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Company Description