

PR/120656 | Sales Manager (Transport)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1619321

Industry
Railway, Airline, Other Transport

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:22

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Basic Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Sales Manager - Logistics & EV Transportation

Our client is a well-known company expanding into the logistics sector, with a focus on electric vehicle (EV) transportation. They are seeking an experienced Sales Manager to drive business growth, develop new clients, and establish a strong market presence in this emerging business.

Salary: Negotiable based on qualifications and experience
Location: Bangkok and Chonburi/Prachinburi Thailand

Key Responsibilities

- Develop and execute sales strategies to achieve revenue and business growth targets.
- Identify and develop new business opportunities in EV transportation, road logistics, supply chain solutions, and value-added logistics services.
- Build and maintain strong relationships with key clients, strategic partners, and stakeholders.

- Prepare and present customized logistics and transportation solutions tailored to customer requirements.
- Generate accurate quotations, proposals, and tenders for potential customers.
- Collaborate closely with operations and customer service teams to ensure successful project implementation and customer satisfaction.
- Negotiate commercial terms, contracts, and pricing agreements to maximize profitability.
- Monitor market trends, customer demands, and competitor activities to identify growth opportunities and strengthen market positioning.
- Prepare sales forecasts, pipeline reports, and regular business updates for management.
- Achieve individual sales targets while contributing to overall business expansion objectives.

Qualifications

- Bachelor's Degree in Business Administration, Logistics, Supply Chain Management, Marketing, or related field.
- Minimum 5 years of sales or business development experience within logistics, transportation, freight forwarding, or supply chain industries.
- Strong understanding of road transportation, EV logistics, freight forwarding, warehousing, and supply chain solutions.
- Proven track record of acquiring new customers and achieving sales targets.
- Excellent communication, presentation, negotiation, and relationship management skills.
- Commercially driven with strong business acumen and solution-selling capabilities.
- Proficient in Microsoft Office applications and CRM systems.
- Possess a valid driver's license and willing to travel for client meetings and business development activities.
- Good command of English, both written and spoken.

Interested candidates

Please submit your resume in English (Word format only) along with your recent photograph and expected salary through this application.

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#citybangkok

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