


# PR/096342 | [Logistics] Hunting Sales Executive

## Job Information

**Recruiter**
JAC Recruitment Vietnam Co., Ltd

**Job ID**
1623373

**Industry**
Logistics, Storage

**Job Type**
Permanent Full-time

**Location**
Vietnam

**Salary**
Negotiable, based on experience

**Refreshed**
November 17th, 2026 10:28

## 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

**OVERVIEW**

Location: Hanoi
The client is a Japanese logistics/freight forwarding company operating in Vietnam

**JOB RESPONSIBILITIES**

- Proactively identify, approach, and acquire new customers to expand the company's client portfolio and generate new business opportunities.
- Develop and execute sales plans for assigned industries and territories, ensuring sustainable pipeline growth and market penetration.

- Maintain close engagement with prospective and existing customers to strengthen relationships, uncover new opportunities, and maximize revenue growth.
- Understand customers' business operations, logistics challenges, and service requirements to recommend suitable and value-added logistics solutions.
- Work collaboratively with internal teams to address customer concerns, resolve service issues, and deliver effective solutions.
- Prepare and submit timely sales reports, forecasts, and updates as required by management.

**JOB REQUIREMENTS**

- Fluency in English and Vietnamese
- Have experience of minimum 3 years in logistics, freight forwarding or related field
- Proficient in Microsoft Office

**BENEFITS**

- Competitive salary with bonuses and incentives
- Premium social insurance
- Opportunities for professional development and training

Due to the volume of applications, only shortlisted candidates will be contacted. Thank you for your interest.
#LI-JACVN

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## Company Description