

PR/096407 | Sales Executive

Job Information

Recruiter
JAC Recruitment Vietnam Co., Ltd

Job ID
1623382

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

Company Overview

A company in the freight forwarding and logistics industry is hiring for two Freight Forwarding & Logistics Sales Executive positions in Ho Chi Minh City. The company provides international air and sea freight services, including FCL, LCL and consolidation. With ongoing business expansion, it is seeking proactive sales professionals who can develop new business opportunities, expand its customer base and contribute to revenue growth.

Job Description

- Identify, approach and acquire new customers through proactive sales and business development activities.
- Develop business opportunities with manufacturers, importers, exporters, trading companies and other freight forwarding businesses.
- Promote air freight, sea freight, FCL, LCL and consolidation services to potential customers.

- Prepare quotations, negotiate rates and close sales opportunities.
- Build and maintain long-term customer relationships while developing and managing an individual sales pipeline.
- Work closely with the Operations team to support service delivery and customer satisfaction.
- Generate profitable business and contribute to the expansion of the company's customer portfolio.

Qualifications

- 2–5 years of experience in freight forwarding, logistics or international shipping sales.
- Experience in B2B sales and new customer acquisition.
- Good understanding of international freight forwarding services, particularly air and sea freight.
- Strong business development and customer-hunting skills, with the ability to generate leads independently.
- Good command of Vietnamese and English.
- Strong communication, negotiation, presentation and relationship-building skills.
- Self-motivated, proactive, ambitious and results-oriented.
- Ability to work towards sales targets and develop profitable customer relationships.

Benefits

- Salary review after the probation period based on individual performance.
- Performance-based bonuses.
- Social insurance in accordance with Vietnamese regulations.
- Opportunity for career progression to Sales Manager, based on individual performance and business results.

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Company Description