

PR/120789 | Sales Freight Forwarder

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1623933

Industry
Logistics, Storage

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:22

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

Position: Sales Freight Forwarder
Salary: THB 25,000 - 40,000
Location: Near Lat Phrao Station (MRT Blue Line, BTS Yellow Line)

Our client is a leading Japanese logistics company specializing in international freight forwarding, supply chain management, warehousing, and transportation solutions across air, sea, and land freight services.

Working Conditions

- Working hours: Monday to Friday 8:30-18:00 pm

Responsibilities

- Developed new business opportunities for Sea Freight services through proactive client acquisition and account

management.

- Analyzed market trends, competitors, and logistics service offerings to identify business opportunities and support sales strategies.
- Managed the end-to-end sales process, including client engagement, requirements gathering, quotation preparation, and contract negotiation.
- Handled RFIs, RFQs, RFPs, and customer inquiries while ensuring effective coordination with operational and overseas teams.
- Worked closely with global offices to implement logistics solutions, support key accounts, and drive business growth.

Qualifications:

- Strong communication, negotiation, and presentation skills.
- Fluent of English Skill.
- Possess a valid driving license and own vehicle.

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Company Description