



## PR/158807 | Sales Manager - Ocean Freight

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントマレーシア

#### 求人ID

1540942

#### 業種

物流・倉庫

#### 雇用形態

正社員

#### 勤務地

マレーシア

#### 給与

経験考慮の上、応相談

#### 更新日

2025年05月20日 12:36

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

A global leader in freight management is looking for Sales Manager to lead the sales team and ensuring the sales targets are met.

### Job Responsibilities

- Responsible to develop strong customer ocean freight pipelines and achieving the assigned sales targets for the Company
- To identify business opportunities, increase profitability and accelerate growth for the Company through selling integrated supply chain solutions focusing on international freight services
- To increase the business community's awareness of the Company, particularly among prospective clients, by working with the management team to identify strategic business opportunities in freight services.
- Being ahead of the market trend, he/she is required to design creative solutions to anticipate and exceed customer

expectations.

- To secure new businesses for the company as well as manage the existing pool of accounts to increase the share of wallets from these customers
- To manage customer relationships with the aim of improving customer satisfaction, account profitability and customer retention
- To work with counterparts from overseas for leads and opportunities.

#### **Job Requirements**

- Preferably candidate with ocean freight experience
- Experience in freight forwarding which related to petrol-chemical business will be advantage

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会社説明