



PR/117757 | KEY ACCOUNT MANAGER - Logistics

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 タイランド

求人ID

1553333

業種

物流・倉庫

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2025年08月12日 01:00

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

POSITION: KEY ACCOUNT MANAGER - LOGISTICS

BUSINESS: LOGISTICS BUSINESS

LOCATION: BANGKOK

SALARY: 100,000 - 120,000 THB

This position is responsible for retaining existing key customers, managing their expectations, and ensuring their needs are met in a timely manner. The role involves managing key accounts to achieve designated sales targets through the implementation of appropriate and unique strategies. Furthermore, the Senior Manager will lead customers to contribute to future business development, sustainability, and profitability.

Key Responsibilities:

- Understand Customer Needs: Establish market and customer insights to understand their total supply chain requirements for logistics solution design.

- Design Logistics Solutions: Provide comprehensive logistics solution designs to support future business needs, including warehouse, transport, and freight solutions.
- Enhance Customer Satisfaction: Develop and implement initiatives to increase customer satisfaction and manage/resolve issues to maintain trust.
- Achieve Sales Targets: Retain current business and generate new business in terms of financial and volume targets within regional and global networks.
- Develop Strategic Plans: Create and implement retention and new business strategic plans for all Key Account Customers.
- Lead New Business Initiatives: Identify target customers, develop sales strategies, and lead new business initiatives in specific regions through joint sales calls.
- Support Proposals and Pricing: Provide support for customer-based solutions and proposals, coordinating pricing strategies and rate negotiations.
- Manage Contracts and Bids: Participate in bid management, contract negotiation, and contract renewal.
- Drive Upselling: Actively engage in upselling projects to existing clients.
- Collaborate and Report: Work closely with internal and external partners for optimal results and participate in local meetings to capture real customer requirements.

Qualifications:

- Bachelor's degree in logistics, business management or related fields.
- Minimum 10 years of sales or key account management experience in logistics industry with exposure in providing logistics solutions design or comparable
- Excellent knowledge of the logistics industry (freight forwarding, contract logistics, land transportation, etc.).
- Demonstrated excellence in strategic and tactical problem-solving.
- Proficiency in financial and pricing analysis.
- Ability to work well under pressure and commit to deadlines.
- Capable of working independently, within a team, and across teams.
- Able to manage both internal and external stakeholders effectively.
- Fluent English proficiency. Knowing Chinese would be an advantage.
- Proven sales successes in new business generation and retention prowess.

#LI-JACTH

#citybangkok

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会社説明