



JAC Recruitment

ベトナムの求人なら
JAC Recruitment Vietnam

PR/095213 | Business Development Specialist for a reputable logistic company

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1559771

業種

物流・倉庫

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2025年09月30日 10:20

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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

LOCATION

Thanh Tri, Hanoi

COMPANY OVERVIEW

Our client is a Viet Nam's leading warehousing logistics services.

JOB RESPONSIBILITIES

- Find customers, especially Japanese customers
- Contact customers to clarify details and specific needs of customers to use logistics services
- Participate in building logistics solutions according to customer requirement
- Develop business plans and sales strategy for the market
- Make quotations for customer
- Negotiate the conditions & prices with agents, carriers and suppliers/subcontractors and others
- Direct, coordinate and review activities in sales, services and in receiving, shipping operations
- Control of maintenance contact with all clients in the market area
- Use CRM software in accordance with the Company's requirements and regulations

JOB REQUIREMENTS

- University or College degree in majoring Economics, Maritime, Foreign Trade, Business Administration, Marketing or other fields related to foreign trade economics
- At least 3 years of business development experience in the logistics field.
- Throughout understanding of customer and market dynamics and requirements.
- Proficient Japanese: JLPT N2 or higher
- Computer literate: Word, Excel.
- Reliable, Honest and enthusiastic, Patient, Disciplined and good ethics

BENEFITS

- Competitive salary with performance-based bonuses
- Commute allowance, OT allowance, annual salary review
- Opportunities for professional development and training
- Potential for career growth within a global organization

#LI-JACVN

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会社説明