



## PR/118460 | Sales Executive / Senior Sales Executive

### 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

1565027

#### 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12月23日 08:01

### 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

Position: Sales Executive / Senior Sales Executive

Salary: 20,000 – 40,000THB +/- (Negotiable)

Location: Silom, Bangkok

Our client is a major logistics and transportation company in Thailand, known for their high standards, often referred to as a No. 1 Japanese Logistics Company.

#### Responsibilities:

- Responsible for developing and implementing sales strategies, overseeing sales operations, and managing a team of sales representatives.
- Oversee daily operations of the sales department, provide guidance and support to sales representatives, and ensure the implementation of effective sales strategies that align with our company's objectives.
- Finding new customers and taking care of old customers. Advising customers on the company's services to achieve sales targets and create customer satisfaction.

- Identify and target potential customers to generate new business opportunities.
- Explore market situation and competitors then advise customers on the best way to save costs.
- Develop and implement sales strategies and tactics to achieve sales targets.
- Understand customer requirements and provide appropriate product or service recommendations.
- Discussion terms and conditions, pricing, and contractual agreements with customers.
- Follow up with customers to ensure customer satisfaction.
- Close sales deal with concern team target and company conditions.
- Able to decide how to solve the internal problem or issue by themselves.

Qualifications:

- Bachelor's degree or Master degree in marketing, logistics or other related fields.
- At least 2 years of experience in sales or marketing in Logistics field.
- Must have experience in FWD or management over 5 years in international forwarding business.
- Excellent in English
- Can be Working outside and car license.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明