



PR/119924 | Key Account Manager (Logistic)

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

1600890

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

2026年07月21日 02:00

応募必要条件

職務経験

6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

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

My client, a logistics company, is urgently hiring a Regional Strategic Key Account Manager professional. This is an individual contributor role with no direct reports, suited for someone strong in strategy, analysis, and cross-functional collaboration.

Key Responsibilities

Regional Strategy & Industry Development

- Help plan and carry out sales and business strategies
- Gather and review market trends, industry insights, and best practices
- Turn industry insights into simple sales materials, presentations, and clear action plans
- Support and help move forward regional Industry Vertical strategies

Market & Key Customer Analysis

- Research target markets to find new business opportunities
- Support the growth of strategic and key customers across the region
- Prepare easy-to-understand materials that explain automotive logistics needs and industry approaches for OpCos and sales teams

Value Proposition & Product Support

- Help create clear value propositions and commercial models
- Work with BUs and business teams to develop logistics solutions specific to the industry vertical
- Support the launch and promotion of new logistics solutions for automotive and technology customers

Regional & OpCo Collaboration

- Work closely with regional teams and business development activities
- Act as the regional contact person to guide, advise, and support key account and sales teams
- Share best practices and encourage knowledge sharing across regions and countries

Knowledge Sharing & Development Plan Execution

- Help improve industry knowledge across teams through training and knowledge-sharing activities
- Follow the annual Industry Vertical Development Plan, track progress, and adjust actions to meet targets

Qualifications

- Bachelor's degree in a business-related field, preferably in sales or marketing
- More than 5 years of experience in the logistics or supply chain industry; regional or multi-country experience is a plus
- Experience working with multiple stakeholders, including regional teams, OpCos, and cross-functional teams; experience supporting customer proposals or solution development is an advantage
- Ability to coordinate activities, plan tasks, and prepare reports across teams
- Strong Microsoft Office skills, especially Excel and PowerPoint; experience with CRM tools or Power BI is a plus
- Fluent in English; Mandarin language skills are a plus

Interested applicants, please click APPLY NOW. Only shortlisted candidates will be contacted due to the high volume of applications.

Thank you for your understanding.

#LI-JACTH

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