

PR/119990 | 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
1600921

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11月10日 01:00

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

Position: Senior Sales Executive – Freight & Logistics (level can be adjusted depending on experience)

Location: Bkk

Company: Multinational Freight & Logistics services.

Job Summary

The Sales Executive – Freight & Logistics is responsible for identifying new business opportunities, developing client relationships, and selling freight forwarding, transportation, and logistics solutions. The role focuses on achieving sales targets, expanding the customer base, and ensuring customer satisfaction.

Key Responsibilities

- Identify and develop new business opportunities to achieve freight forwarding and logistics sales targets.

- Build and maintain strong relationships with customers, ensuring high levels of satisfaction and retention.
- Prepare and present freight service proposals, quotations, and contract agreements to clients.
- Negotiate pricing and service terms while ensuring profitability and competitiveness.
- Coordinate with operations, pricing, and customer service teams to ensure smooth service delivery.
- Monitor market trends, competitor activities, and sales performance, providing regular reports and forecasts to management.

Qualifications

- Bachelor's degree in Business Administration, Logistics, Supply Chain Management, Marketing, or related field.
- 2–8 years of experience in freight forwarding, logistics, transportation, or supply chain sales.
- Strong understanding of air freight, sea freight, trucking, customs clearance, and logistics operations.
- Excellent negotiation and communication skills.
- Good command of English

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

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