

PR/096021 | Sales Manager

募集職種

人材紹介会社
JAC Recruitment Vietnam Co., Ltd

求人ID
1600964

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
2026年10月27日 20:00

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
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

Company Overview

A company in the logistics and freight forwarding industry is hiring for a Sales Manager position. The organization specializes in international transportation and logistics solutions, including ocean freight, air freight, customs procedures, and related supply chain services.

Job Description

- Manage ocean freight, air freight, and customs-related business activities together with team members
- Support clients by providing consultation services and negotiating with vendors when necessary
- Develop business plans and implement effective sales strategies to achieve company objectives
- Coordinate with the General Manager and sales team to monitor sales progress, manage new projects, and drive

target achievement

- Ensure smooth cooperation with the Operations Department while maintaining compliance with company policies and relevant regulations
- Expand and develop the customer network to increase business opportunities
- Monitor team performance and develop training plans to strengthen the capabilities of sales department members
- Propose and develop new services and business tools to enhance competitiveness in the market
- Prepare market reports and identify effective solutions to attract and maintain long-term customer relationships
- Handle additional duties assigned by the General Manager

Qualifications

- Bachelor's degree in a related field
- At least 3–5 years of experience in sales within the logistics or freight forwarding industry
- Experience working for a Japanese or international logistics/forwarder company is required
- Must have direct sales experience in Air and Sea Freight
- Experience managing shipments of Cold Chain, Seafood, and Frozen Food
- Good understanding of sales and marketing activities in logistics, including air freight, ocean freight, warehousing, trucking, and customs procedures
- Business-level English communication skills

#LI-JACVN

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