

PR/120191 | SALES MANAGER - LOGISTIC SOLUTIONS

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
1607146

業種
その他（メーカー）

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03日 15:00

応募必要条件

職務経験
10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

Job Summary

We are seeking an experienced and results-driven Sales Manager to lead business growth, develop key customer relationships, and drive sales performance. The successful candidate will be responsible for identifying new business opportunities, managing existing accounts, and executing sales strategies to achieve revenue targets.

This role is ideal for sales professionals with experience in B2B sales, logistics, supply chain, packaging, pallet pooling, manufacturing, industrial products, FMCG, retail, or related industries.

Key Responsibilities

- Drive sales growth and achieve assigned revenue, profit, and business development targets.
- Identify, develop, and secure new business opportunities across target industries.
- Build and maintain strong relationships with key customers and strategic accounts.

- Develop and implement effective sales strategies to expand market share.
- Manage the entire sales cycle, from lead generation to contract negotiation and closing.
- Conduct regular customer visits to understand business needs and propose suitable solutions.
- Prepare sales forecasts, pipeline updates, and business reports for management review.
- Monitor market trends, customer activities, and competitor movements to identify opportunities.
- Collaborate with Operations, Customer Service, and other internal teams to ensure excellent customer experience.
- Lead, coach, and support team members (if applicable) to drive performance and achieve business objectives.

Requirements

- Bachelor's Degree in Business Administration, Marketing, Logistics, Supply Chain, Engineering, or related fields.
- Minimum 5 years of experience in B2B Sales, Business Development, Key Account Management, or related functions.
- Proven track record of achieving sales targets and driving business growth.
- Experience in logistics, supply chain, industrial products, manufacturing, FMCG, retail, packaging, or related industries is preferred.
- Strong business development, negotiation, and account management skills.
- Excellent communication, presentation, and stakeholder management abilities.
- Ability to build long-term customer relationships and influence decision-makers.
- Strong analytical, problem-solving, and commercial acumen.
- Self-motivated, proactive, and able to work independently in a fast-paced environment.
- Good command of English and proficiency in Microsoft Office applications.

#LI-JACTH

#citybangkok

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会社説明