

PR/120421 | 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
1614252

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17日 16:00

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

Key Responsibilities:
- Conduct field sales and promote the company’s services, which include customs brokerage, freight forwarding (Air & Ocean + Road), warehousing.
- Identify, approach, and convert new business prospects.
- Present detailed, tailored introductions to prospects promoting the company.
- Maintain positive relationships with clients to ensure repeat sales and foster long term partnerships.
- Communicate and respond to commercial enquiries from prospects, customers.
- Prepare and submit Monthly and Weekly reports.

Requirements/Traits:
- A minimum of 1-5 years’ work experience in the Freight Forwarding industry. (2-5 years’ work experience)
- Comprehensive knowledge and experience in freight forwarding, Air, Ocean, Road, customs brokerage, logistics, distribution, and documentation.
- Preference for candidates who come with a portfolio of known prospects and customers.
- Dynamic and ambitious, with the initiative to think outside of the box.
- Ability to self-manage, control multiple accounts, and sometimes work under pressure.
- Hands-on experience with pricing and quotations.
- Experience in preparing sales campaigns, flyers, and direct marketing.

- Experience in developing and executing department, company goals and objectives.
- Proficient command of spoken/written English.
- Strong commercial and negotiation skills with a proven track record and ability to convert a sale.
- Excellent presentation skills, both one-on-one or to an audience.
- Ability to engage with stakeholders of all levels, both internal and external.
- Service-oriented mindset, enthusiastic, and positive can-do attitude.
- Team mindset, open to learning, and cooperative in a team environment across multiple internal departments.
- Willingness to travel domestically and internationally as required.
- Own car, valid driver’s 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