

PR/120477 | Sales Executive – Freight Forwarding

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
1614488

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 08:00

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

Position: Sales Executive – Freight Forwarding

Salary: Up to THB 50,000 + Quarterly Commission (Negotiable based on experience)

Location: Bangkok (Ekkamai)

Our client is a leading international freight forwarding and logistics company with a strong global presence. The company provides comprehensive logistics solutions, including Air Freight, Ocean Freight, Road Transportation, Customs Brokerage, and Warehousing.

As the business continues to expand in Thailand

Responsibilities:

- Identify and develop new business opportunities in the freight forwarding and logistics industry.
- Proactively approach potential customers, including importers, exporters, manufacturers, and trading companies.

- Promote Air Freight, Ocean Freight, Road Transportation, Customs Brokerage, and Warehousing services.
- Build and expand customer networks to generate new business opportunities.
- Conduct customer visits, understand customer requirements, and propose suitable logistics solutions.
- Prepare quotations, negotiate pricing and commercial terms, and close sales.
- Develop and maintain long-term relationships with customers to generate repeat business.
- Coordinate with internal operations, customer service, and overseas teams to ensure smooth service delivery.
- Monitor sales performance, achieve assigned sales targets, and prepare weekly and monthly reports.
- Identify new market opportunities and develop strategies to expand the customer base.

Qualifications:

- 2–5 years of experience in Freight Forwarding Sales.
- Strong experience in hunting, new customer acquisition, and business development is highly preferred.
- An existing customer portfolio or established network in the freight forwarding industry will be a strong advantage.
- Good knowledge of Air Freight, Ocean Freight, and international logistics services.
- Good communication skills in English.
- Own car and a valid driving 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