

PR/096343 | Sales Executive

募集職種

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

求人ID
1618517

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11月03日 10:00

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 industry is hiring for a Sales / Business Development Executive position to expand its customer base and grow its freight forwarding and cold chain services, particularly among non-Japanese customers.

Job Description

- Develop new business opportunities and acquire customers for freight forwarding and cold chain services.
- Explore new markets for food, fruit, frozen cargo, seafood, and other cold chain products.
- Build customer relationships and expand existing accounts.
- Prepare quotations, negotiate with suppliers, and manage service costs.

- Coordinate with customers, suppliers, and the Operations team to meet customer requirements.
- Report business progress and challenges to the manager.

Qualifications

- University or college degree in a relevant major.
- At least 2 years of relevant logistics sales experience preferred.
- Experience in new business development, especially with non-Japanese customers.
- Strong sales, communication, negotiation, analytical, and pricing skills.
- Good knowledge of ocean freight, air freight, customs clearance, trucking, and warehousing, especially Cold Chain, Seafood, and Frozen Food.
- Good 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