


# PR/096407 | Sales Executive

## 募集職種

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

**求人ID**
1623382

**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17日 10:28

## 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 freight forwarding and logistics industry is hiring for two Freight Forwarding & Logistics Sales Executive positions in Ho Chi Minh City. The company provides international air and sea freight services, including FCL, LCL and consolidation. With ongoing business expansion, it is seeking proactive sales professionals who can develop new business opportunities, expand its customer base and contribute to revenue growth.

Job Description

- Identify, approach and acquire new customers through proactive sales and business development activities.
- Develop business opportunities with manufacturers, importers, exporters, trading companies and other freight forwarding businesses.
- Promote air freight, sea freight, FCL, LCL and consolidation services to potential customers.

- Prepare quotations, negotiate rates and close sales opportunities.
- Build and maintain long-term customer relationships while developing and managing an individual sales pipeline.
- Work closely with the Operations team to support service delivery and customer satisfaction.
- Generate profitable business and contribute to the expansion of the company's customer portfolio.

Qualifications

- 2–5 years of experience in freight forwarding, logistics or international shipping sales.
- Experience in B2B sales and new customer acquisition.
- Good understanding of international freight forwarding services, particularly air and sea freight.
- Strong business development and customer-hunting skills, with the ability to generate leads independently.
- Good command of Vietnamese and English.
- Strong communication, negotiation, presentation and relationship-building skills.
- Self-motivated, proactive, ambitious and results-oriented.
- Ability to work towards sales targets and develop profitable customer relationships.

Benefits

- Salary review after the probation period based on individual performance.
- Performance-based bonuses.
- Social insurance in accordance with Vietnamese regulations.
- Opportunity for career progression to Sales Manager, based on individual performance and business results.

#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.

Privacy Policy Link: https://www.jac-recruitment.vn/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.vn/terms-of-use

## 会社説明