



PR/114931 | Key Account Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1504034

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:36

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are currently working for a client who is one of the well known companies in logistic and freight forwarding. Due to its expansion, they are looking to have Key Account Manager to join the team.

Position: Key Account Manager

Location: Bkk city

Salary: 100,000 – 130,000 THB

Overview:

The Key Account Manager is responsible for managing and nurturing strategic client relationships in the logistics and freight forwarding sector. This role focuses on understanding client needs, ensuring service delivery, and driving revenue growth.

Key Responsibilities:

- **Client Relationship Management:** Develop and maintain strong relationships with key clients, serving as their main

point of contact.

- **Sales and Revenue Growth:** Identify opportunities to upsell and cross-sell services, develop strategic account plans, and meet revenue targets.
- **Service Delivery:** Collaborate with operations to ensure timely and efficient service delivery, resolving any issues promptly.
- **Market and Client Analysis:** Stay updated on industry trends, analyze client data, and provide insights and recommendations.
- **Reporting and Documentation:** Prepare regular reports on account status and maintain accurate client records.
- **Collaboration and Teamwork:** Work with internal teams to manage global accounts and share best practices.

Qualifications:

- **Education:** Bachelor's degree in Business, Logistics, Supply Chain, or related field.
- **Experience:** 7+ years in key account management or sales in logistics and freight forwarding.
- **Skills:** Strong communication, negotiation, and problem-solving skills. Proficiency in CRM software and Microsoft Office.

Interested candidate, please submit your most recent resume in English (Word format) by simply clicking **"APPLY NOW"**

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Company Description