



PR/116107 | Key Account Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1504331

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:49

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

Our client is one of the international logistic services and freight forwarding companies.

Position: Key Account Manager (Freight Forwarding)

Location: Bangkok City, Rama4

Salary: 60,000 - 90,000 THB

Responsibilities:

- Oversee daily operations and ensure client satisfaction.
- Build and maintain long-term partnerships with key clients.
- Manage shipments, liaise with shippers, carriers, and warehouses.
- Understand and address client requirements and provide tailored solutions.

- Track and report on key performance indicators (KPIs) to ensure service quality.
- Secure favorable terms and conditions for both the company and clients.
- Work closely with sales, operations, and customer service teams to ensure seamless service delivery.
- Develop strategies to expand business with existing clients and attract new ones.

Requirements and Skills:

- Bachelor's degree in Business, Logistics, Supply Chain Management, or a related field.
- Experience in key account management within the freight forwarding industry, preferably experience in handling retail, fashion, automotive accounts.
- Ability to manage multiple accounts and projects simultaneously.
- Excellent project management and problem-solving capabilities

Company Description