



PR/157756 | Business Development Executive (Freight Services/Logistics)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505197

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:33

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

The Client

Our client is a global logistics service provider to the chemical industry focusing on freight management for major MNC producers who are operates through 12 offices in Asia, 5 offices in Europe, 3 offices in the Middle East as well as Houston in the U.S.

Main Responsibilities

- Responsible to develop strong customer ocean freight pipelines and achieving the assigned sales targets for the Company.
- To identify business opportunities, increase profitability and accelerate growth for the Company through selling integrated supply chain solutions focusing on international freight services (sea & air freight, customs clearance and cross-border trucking).
- To increase the business community's awareness of the Company, particularly among prospective clients, by working with the management team to identify strategic business opportunities in freight services.
- Being ahead of the market trend, he/she is required to design creative solutions to anticipate and exceed customer expectations.
- To secure new businesses for the company as well as manage the existing pool of accounts to increase the share of wallets from these customers.
- To manage customer relationships with the aim of improving customer satisfaction, account profitability and customer

retention

- To lead and improve overall account performances through effective key performance indicators (KPIs) monitoring with the customers Build strategic relationships with client stakeholders.
- To work with counterparts from overseas for leads and opportunities.
- Responsible for maximizing synergy and overall profitability when developing strategies and proposals.

A Must Have

- Preferably candidate with ocean freight experience
- Experience in freight forwarding will be advantage
- Good verbal and written communication skills.
- Multitask and willing to contribute extra hours when business situation required
- Able to work independently in a fast pace environment, positive dealing with challenges and deliver results within tight deadlines.

What you need to do now:

Click Apply now to apply for this role or forward your updated resume dewi.muhamad@jac-recruitment.com . Due to high volume of applications, please note that only short-listed candidates will be contacted. Thank you!

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Company Description