



## PR/157209 | Sales Manager (Freight Forwarding - Shah Alam)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1508804

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

December 11th, 2024 15:17

### 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 a Japanese logistics company specializing in providing comprehensive logistics solutions, including sea and air freight forwarding, warehousing, transportation, container haulage, customs clearance, and international shipping services. Currently, they are seeking an experienced sales manager to lead a sales team and spearhead the exploration of new markets while implementing total logistics sales strategies. Your primary responsibilities will include organizing sales activities, collaborating closely with internal stakeholders to develop new initiatives, and establishing sales business plans to promote and sell services to existing or potential clients.

**Job description: -**

- Lead & manage a team of sales personnels to explore new market & implementation of total logistic sales strategy.
- Actively organizing sales activities and work closely with internal stakeholders to develop new initiatives to drive sales growth and support business expansion.
- Establish sales business plan to promote and sell services to existing or potential clients which target to expand customer database.
- Organize customer visit to promote service packages and propose quotation to customers in a timely manner.
- Conduct & propose annual business revenue budget plan to regional & country management.
- Update/record all business development/sales activities using **CRM** on a timely manner.
- Monthly business development meeting & generate sales report for analysis to identify business strength & opportunities.

**Requirements: -**

- Possess a Diploma/Degree in any field with at least **4-6 years of working experience in logistic industry** .
- Hands on experience in total logistic sales menu . Sea / Air freight forwarding, warehouse, transportation, container haulage, custom clearance & international shipping solutions.
- Good understanding of logistics solution concepts and demonstrate solutions with value added propositions offering.
- Strong leadership capabilities with effective Interpersonal skills.
- Proficient in English, Malay & Mandarin is and advantages.
- This vacancy available at Shah Alam, Senai Johor and Penang

#JACKL

#Freight&Forwarding

#SalesManager

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Company Description