



PR/157692 | Sales Manager - (Freight Forwarding)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1508852

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:18

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 logistics and transportation company specializing in container shipping services within Malaysia and the Southeast Asian region. They provide integrated end-to-end cross-border supply chain solutions in China and the Asia Pacific. Currently, they are seeking an experienced individual to join them as a **Sales Manager**. This role will drive their business growth.

Responsibilities:

- Develop and execute strategic sales plans to achieve and exceed targets.
- Experience on Ocean/Air Freight and FCL
- Experience on 3PL - 5PL will be advantage
- Expected to generate immediate business.
- Foster and maintain strong client relationships.

- Analyze market trends and identify growth opportunities.
- Collaborate with cross-functional teams to optimize sales processes.

Requirements:

- Degree in Logistic/Business Administration or equivalent
- A minimum of 5 years experience in Freight Forwarding business
- Proven experience as a successful sales hunter/farmer.
- Demonstrated ability to drive sales growth in a competitive market.
- Exceptional communication skills.
- Strong analytical and strategic thinking capabilities.

What we offer:

- Competitive base salary + uncapped commission structure.
- Recognition and rewards for top performers.

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