



PR/157803 | Commercial Sales Manager (Freight Forwarding)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512207

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:28

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

Your new company:

Our client is a global commodity warehousing and logistics business. They specialize in handling, storage and processing of commodities. The Regional Head Office for the Asia Pacific business is in Singapore and is responsible for **China, Hong Kong, Indonesia, Malaysia, South Korea, Taiwan, Thailand, and Vietnam**. Currently looking for an enthusiastic candidate for **Commercial Sales Manager** to be part of the team.

What you will be responsible for:

- Sourcing, generating, implementing, and maintaining the company's warehousing and logistics business in line with the company's objectives (such as revenue and profit targets, product growth initiatives, etc.).
- Identify and cultivate potential leads, converting them into prospects and customers by working closely with other country operatives.
- Selling all commodities business and services (including Freight, Warehousing, Logistics, Collateral Management, etc.) in Malaysia, with secondary objectives in the broader SEA region.
- Define, develop, submit for approval sales plans/sector targeting for the Malaysia business, including business, sales planning, and budgeting.

What you need to be successful in this role:

- Experience in the 3rd Party Logistics (3PL) sector and management experience in commodity trade business

required.

- **Have an experience handling SEA market including China and Taiwan will be advantage**
- Excellent commercial and entrepreneurial flair is critical to the success of this role.
- Able to work independently and project manage multiple concurrent tasks/assignments.
- Minimum of 8 years of total working experience in freight forwarding
- Minimum of 3 years in new business development and key account management

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