



## PR/114931 | Key Account Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1513047

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

January 21st, 2025 07:00

### 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

We are currently working for a client who is one of the well known companies in logistic and freight forwarding. Due to its expansion, they are looking to have Key Account Manager to join the team.

**Position:** Key Account Manager

**Location:** Bkk city

**Salary:** 100,000 – 130,000 THB

**Overview:**

The Key Account Manager is responsible for managing and nurturing strategic client relationships in the logistics and freight forwarding sector. This role focuses on understanding client needs, ensuring service delivery, and driving revenue growth.

**Key Responsibilities:**

- **Client Relationship Management:** Develop and maintain strong relationships with key clients, serving as their main

point of contact.

- **Sales and Revenue Growth:** Identify opportunities to upsell and cross-sell services, develop strategic account plans, and meet revenue targets.
- **Service Delivery:** Collaborate with operations to ensure timely and efficient service delivery, resolving any issues promptly.
- **Market and Client Analysis:** Stay updated on industry trends, analyze client data, and provide insights and recommendations.
- **Reporting and Documentation:** Prepare regular reports on account status and maintain accurate client records.
- **Collaboration and Teamwork:** Work with internal teams to manage global accounts and share best practices.

**Qualifications:**

- **Education:** Bachelor's degree in Business, Logistics, Supply Chain, or related field.
- **Experience:** 7+ years in key account management or sales in logistics and freight forwarding.
- **Skills:** Strong communication, negotiation, and problem-solving skills. Proficiency in CRM software and Microsoft Office.

Interested candidate, please submit your most recent resume in English (Word format) by simply clicking "**APPLY NOW**"

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Company Description