



PR/094480 | Sales Staff

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1516003

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 10:07

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

COMPANY OVERVIEW

Foreign forwarding company is looking for Sales staff to join their dynamic team in Ho Chi Minh city.

JOB RESPONSIBILITIES

- Sales of international logistics and forwarding services targeting the domestic Vietnamese market, Japanese market, and our global network
- Engage in business development activities to attract new clients
- Develop new clients while maintaining and following up with existing customers
- Understand client needs and propose optimal logistics solutions
- Prepare quotes, negotiate contracts, and manage the overall sales process
- Identify and resolve issues within the logistics process
- Collaborate with internal departments (operations, customer service, etc.)

JOB REQUIREMENTS

- Experience in sales or operations related to international logistics, forwarding, or trade
- Strong communication, presentation, and negotiation skills
- Customer-oriented mindset with proactive problem-solving abilities
- Team player with strong collaboration skills

- Capable of closing deals during daytime business meetings
- Self-starter with a high level of activity and initiative
- Conversational English Level or Business English Level

Benefits:

- Social and health insurance in accordance with Vietnamese laws, along with BAO VIET health insurance
- Salary increases and bonuses based on performance
- Communication allowances
- Health check-ups, company events.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

Company Description