



## PR/157803 | Commercial Sales Manager (Freight Forwarding)

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントマレーシア

#### 求人ID

1512207

#### 業種

物流・倉庫

#### 雇用形態

正社員

#### 勤務地

マレーシア

#### 給与

経験考慮の上、応相談

#### 更新日

2025年01月22日 06:01

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### 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](mailto: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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#CityPetalingJaya

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会社説明