



PR/114931 | Key Account Manager

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 タイランド

求人ID

1513047

業種

物流・倉庫

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2025年01月21日 07:00

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

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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会社説明