



PR/116432 | Air & Sea Freight Sales (Amata Ciry, Chonburi and Leamchabang Office)

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

1514291

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

2024年12月31日 10:18

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

Location: Amata City, Chonburi and Leam Chabang Office

Job Overview:

We are seeking a dynamic and driven individual to join our client team as a Sales Executive for Air and Sea Freight Services. The ideal candidate will be responsible for identifying and developing new business opportunities, driving sales, and expanding our customer base across various industries. This role requires a proactive approach to hunting for new customer accounts, conducting regular customer visits, and providing exceptional service to both new and existing clients.

Job Responsibilities:

1. Identify and develop new business opportunities for both air and sea freight services.
2. Drive sales for air and sea freight services to expand our customer base.

3. Actively hunt for new customer accounts across various industries.
4. Conduct regular customer visits and provide service for new and existing customers.
5. Provide competitive quotes, explain transit times, routes, and rates, and follow up for feedback.
6. Work closely with operations teams to ensure smooth shipment handling and timely deliveries.
7. Support customers with freight documentation, ensuring customs compliance.
8. Prepare and negotiate service proposals, focusing on delivering high-quality service.
9. Respond professionally to customer inquiries, sales leads, and complaints.
10. Assist with rate offerings and conditions for air and sea freight, including responses to RFIs, RFQs, RFPs.
11. Maintain accurate and up-to-date records of customer visits and sales progress in the CRM system.
12. Prepare and present monthly sales and marketing activity reports.

Qualifications:

- Bachelor's Degree in Business, Marketing, International Business, Logistics or related fields.
- At least 1-3 years of outside sales experience in air and sea freight services
- Good personality.
- Business to Fluent in English Communication
- Strong negotiation, communication, presentation, and relationship-building
- Knowledge of international freight regulations and shipping documentation.
- Dedication to providing great customer service.
- Proficiency in CRM systems.
- Own car and driving license is a must.

会社説明