



PR/158632 | Regional Sales 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マレーシア

求人ID

1523300

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04月22日 20:00

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

The Regional Sales Head is responsible for leading and executing the sales strategy for cross-border trucking services. This role involves driving revenue growth, expanding market share, developing key client relationships, and managing a high-performing sales team across multiple locations.

Job Responsibilities

- Develop and implement regional sales strategies to drive business growth for FTL and LTL services.
- Identify new business opportunities, market trends, and competitive landscape to enhance market positioning.
- Set and achieve sales targets, revenue goals, and profitability objectives
- Develop strategic partnerships to enhance service offerings and expand client base.
- Drive customer retention strategies to ensure high levels of satisfaction and long-term contracts.

- Lead and manage a regional sales team, providing guidance, coaching, and performance monitoring

Job Requirements

- At least 5 years of managerial experience in logistics, transportation, or cross-border trucking industry
- Strong understanding of cross-border trade regulations and customs requirements
- Experience in managing FTL and LTL services across multiple regions

会社説明