



## **Jon Opportunity for Cross Border Transportation Manager (Freight Forwarding/Logistics) in Chatuchak, BKK Job ID 3640**

### **Our client:**

Major Japanese freight forwarding company that provide air and sea freight forwarding, customs brokerage, and warehouse inventory management services and are a Top 10 ranked Global logistics company.

### **Qualifications**

- Native Thai candidates ONLY
- Age 30 - 45 years old
- Bachelor Degree in Logistics or related field
- 5 years working experience in sales Cross border transportation
- Strong knowledge in operation process for Cross Border transportation.
- Fluent in English, both written and spoken.
- Ability to negotiate with truckers, custom brokers, etc.
- Negotiation Skills, decision problem solving and interpersonal skills.
- Demonstrated staff management and leadership skills

### **Responsibilities:**

- Assist in managing Customer Service Team of Cross Border Transportation Service
- Manage/control sales activities for cross border transportation, trip planning, route planning, cost control and vehicle utilization
- Ensure achievement of respective sales target, business plan
- Ensure Company reporting requirements are met by all sales staff.
- Ensure accurate records of all sales and prospecting activities including sales visit, presentation, closed sales and follow up activities are accurately maintained and submitted in a timely manner by sales staff.
- Maintain & improve standard of operating procedures for billing, documentation handover and collection including insurance and claim process for damaged cargo and truck.
- Oversee and motivate sales team in order to synergize their efforts towards the sales targets.
- Involvement in sales process, joint visits to customers both existing customer & new customer.
- Assure reach defined KPI's or performance standards
- Administrate operation for invoicing and collection
- Analyze expenditure and other information reporting to Head of Department Manager.

### **Other allowances/Benefits**

- Various development programs for career growth
- 5-day work week,
- Life insurance, Medical insurance, Performance bonus, Yearly bonus, Group insurance

### **Working Hours & Location:**

- Mon-Fri, 8:30 -18.00 with alternative Saturday Half Day
- Located close to MRT Lat Phrao / MRT Ratchadaphisek

### **Interested**

- Please send full CV to [paul@omni-interconsult.com](mailto:paul@omni-interconsult.com) and mention Job ID No 3640 or
- Visit [www.omni-interconsult.com](http://www.omni-interconsult.com) and make an application directly online.