

## **Job Opportunity for Sales Representative (Air & Sea Freight Forwarding/Logistics) Ratchadapisek, BKK Thailand - Job ID 3642**

### **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**

- Age: 25 - 35 years old.
- Bachelor's Degree in Business, Marketing, International Business, Logistics or related fields.
- At least 3 years of Freight Forwarding outside Sales experience. (Previous experience in Airfreight Sales is preferred)
- Other qualification:
  - Good personality.
  - Fluent in English, both of written and spoken.
  - Proficient in Microsoft Office (Excel, Word and PowerPoint).
  - Excellent communication and presentation skills.
  - Ability to lead a sale team.
  - Dedication to providing great customer service.
  - Strong negotiation, decision problem solving and interpersonal skills.
  - Having good of leadership skill and ability to motivate, management sales team.
  - Own car and driving license is a must.

### **Responsibilities:**

- Study term of service, competitor information, market potential, shipping line, airlines in term of service, warehouse scope of service and prepare the company presentation.
- Ensure focused on sales hunting and service both Air Freight and Sea Freight.
- Approach (visit, call, email, etc.) the customers both new customers and existing customers to achieve the customer requirement (quotation, SOP, etc.) prior to offering service.
- Provide quotation and follow up for feedback.
- Handle airfreight, sea freight RFI, RFQ, RFP and sales inquiries from customers.
- Business implementation and operational follow-ups with company overseas offices including CSM.
- Set up and attend conference calls with overseas counterpart to discuss sales development, QBR, etc as and when it is necessary.

### **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 Ratchadapisek

### **Interested**

- Please send full CV to [nilima.s@omni-interconsult.com](mailto:nilima.s@omni-interconsult.com) and mention Job ID No 3642 or
- Visit [www.omni-interconsult.com](http://www.omni-interconsult.com) and make an application directly online.