



## CHIEF OVERSEA CO., LTD.

Chief Oversea is one of the leading integrated Freight Forwarding, Shipping, and Logistics service providers based in Thailand that provides comprehensive international logistics services including AIR, SEA, LAND transportation.

### Senior Sales Executive – Freight Forwarding

<b>Location: Bangkok, Thailand</b>
<b>Full-Time (MON-FRI 8.30-17.30)</b>
<b>Salary: Based on experiences (Negotiable) + other allowance and commission</b>
<b>Welfare:</b>
<ul style="list-style-type: none"><li>• Monthly Salary</li><li>• Social Security</li><li>• Employee Uniform</li><li>• Travel and Gasoline Allowance</li><li>• Commission</li><li>• Bonus (Based on company annual performance)</li><li>• Life Insurance for Accident totaling 200,000 BAHT</li><li>• Financial Support for Marriage and Childbirth</li><li>• Annual outing/party</li></ul>
<b>Senior Sales Executive Job Responsibilities:</b>
<ul style="list-style-type: none"><li>• Builds business by identifying and selling prospects; maintaining relationships with clients.</li></ul>
<b>Senior Sales Executive Job Duties:</b>
<ul style="list-style-type: none"><li>• Sells Freight Forwarding, Shipping, or any other services related to logistics by establishing contact and developing relationships with prospects; recommending solutions.</li><li>• Enhances staff accomplishments and competence by planning delivery of solutions; answering technical and procedural questions for less experienced team members; teaching improved processes; mentoring team members.</li><li>• Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.</li><li>• Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.</li><li>• Identifies service improvements by remaining current on industry trends, market activities, and competitors.</li><li>• Prepares reports by collecting, analyzing, and summarizing information.</li><li>• Maintains quality service by establishing and enforcing organization standards.</li><li>• Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.</li><li>• Contributes to team effort by accomplishing related results as needed.</li></ul>



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Senior Sales Executive Skills:	
<ul style="list-style-type: none"><li>• Sales Planning</li><li>• Presentation Skills</li><li>• Client Relationships</li><li>• Emphasizing Excellence</li><li>• Negotiation</li></ul>	<ul style="list-style-type: none"><li>• Prospecting Skills</li><li>• Meeting Sales Goals</li><li>• Creativity</li><li>• Independence</li><li>• Motivation for Sales</li></ul>
Senior Sales Executive Qualifications:	
<ul style="list-style-type: none"><li>• Male/Female age not over 35 years old</li><li>• Bachelor degree in any business related field</li><li>• <b>Have an experience in Freight Industry (Sales) at least 3 years</b></li><li>• Capable of English communication (Spoken and Written)</li><li>• Own transport</li><li>• Capable of using MS office</li><li>• Good personality and human relationship</li><li>• Service minded</li><li>• Able to work under pressure</li></ul>	

Contact Human Resources Department for more information

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### CHIEF OVERSEA CO., LTD.

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