

POSITION : OVERSEAS BUSINESS DEVELOPMENT

Job Description:

- Development of sales strategy with overseas partners.
- Responsible for prospecting, developing and closing new business opportunities and growth of existing business from our current international networks.
- Help develop & Maintain relationships with new/potential overseas partners , conduct market analysis, and generate sales leads.
- Initiate marketing campaigns to promote our company and services through international networks.
- Support and assist in the attainment of company goals and objectives.
- Negotiate with international and external stakeholders to achieve objectives.
- Prepare client quotations /RFQ proposal
- Other duties as assigned

Qualifications:

- 25-30 years.
- Male/Female
- Degree or Postgraduate in a management/business/logistics field.
- Able to communicate in English ,both speaking and writing.
- At least 1 Year in Freight forwarder or Overseas Business Development (but no experience are also welcome)
- Good Problem-solving skills with the ability to find solutions.
- Excellent and influential communication and interpersonal skills with the ability to communicate with a wide variety of stakeholders and to build strong working relationships including cross-cultural workplace communications.
- Highly organized, Self-Motivated and committed, with the ability to work effectively in a group and use own initiative when undertaking work individually.
- Able to travel abroad.
- Microsoft knowledge

Welfare:

- health insurance
- holiday entitlement
- training course

Location : Sathupradit, Bangkok

Contract : Miss.Nisalux [HR] Tel.0815591029, e-mail : nisalux@sonic.co.th