

Logistics Sales Executive

Location: Shenzhen, Qingdao, Indonesia

Sector: Logistics, Freight forwarding

Starting date: ASAP

Job Reference: CDS2025082

ABOUT THE COMPANY

Our client is a global transport and logistics group, operating across four continents and 18 countries. Over nearly eight decades, the company delivers integrated land, air, and maritime solutions to international and regional clients.

MISSION

They are searching for a logistic sales executive responsible for driving business growth by developing existing client relationships, acquiring new customers, and expanding freight forwarding services. The position works closely with internal teams to deliver effective logistics solutions and ensure high customer satisfaction.

RESPONSIBILITIES

- Manage and grow relationships with existing clients while developing new business opportunities.
- Handle customer inquiries, prepare quotations, and follow up on commercial proposals.
- Identify and develop new business in freight forwarding services, including container yard and CFS solutions.
- Develop and execute sales strategies to achieve revenue and growth targets.
- Collaborate with operations and customer service teams to ensure smooth service delivery.
- Monitor market trends and competitor activities to adapt sales strategies.
- Prepare sales reports, performance updates, and market insights for management

REQUIREMENTS

- Diploma or above in Logistics, Business, or a related field.
- Minimum 3 years of sales experience **in freight forwarding or logistics**.
- Strong customer-oriented mindset with proactive business development skills.
- Good command of English and Mandarin (written and spoken).
- Excellent communication, interpersonal, and presentation skills.
- Positive, self-motivated, and able to work independently. Willing to accept challenges
- Documentation experience and solid understanding of global supply chain operations are preferred.
- Proven ability to develop and execute effective business development strategies.

Note: Candidates with more extensive experience may be considered for a Sales Manager position.

With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult ccifc.org

APPLICATION

Please send your resume and your motivation letter to: sc-recruitment@ccifc.org

Mail subject: Your name | Job title - location [Job reference]

Ex. Your name | Logistics Sales Executive - location [CDS2025082]



With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult ccifc.org