

JOB DESCRIPTIONS

Sales Inland Logistics

Carry All Logistics is a full service of international freight forwarder providing businesses with all Logistics related services.

Our services include air freight, sea freight, customs clearance, domestic services, cross-border logistics, warehousing, and distribution. We are an official member of the Global Affinity Alliance (GAA, powered by WCA and protected by Freight Deadbeats; JCtrans membership from 2025.

Backed by our enthusiastic, highly skilled staff and our global network, we provide import and export services to destinations worldwide. Our aim is to offer the best logistics solutions, the most efficient modes of transport, and the lowest freight costs to meet our customers' endless expectations

1. **Overall Purpose:** Drive business growth by developing new clients with demand for inland trucking, cross-border transportation, and value-added logistics services. This role focuses on expanding market presence, building strong customer relationships, and promoting integrated logistics solutions.
2. **Reporting Line:** Sales Manager
3. **Key Focus:**
 - Domestic Trucking Services: Develop and promote full truckload (FTL), less than truckload (LTL), and dedicated trucking solutions including Truck-Sea-Truck and others door to door services.
 - Cross Border Trucking: Acquire and manage customers requiring transportation across regional borders (e.g., Vietnam–Cambodia, Vietnam–Laos, Vietnam–China, etc.).
 - Customs Brokerage Services: Introduce and sell customs clearance solutions to support seamless cargo movement.
 - Value Added Services (VAS): Promote consolidation, distribution, labeling, packaging, and other logistics add ons.
4. **Job descriptions**
 - Identify and capitalize on new business opportunities to drive revenue growth.
 - Receive inquiries, offer rates to clients and negotiate to win new business.
 - Prepare and deliver presentations to showcase company offerings and value propositions.
 - Participate in negotiating and signing services contracts.
 - Some other tasks as requested by the department head.
 - Develop and implement effective sales strategies to achieve company targets.
 - Conduct market research to identify potential clients and industry trends.

-
- Maintain accurate records of sales activities and client interactions.
 - Collaborate with internal teams to ensure seamless delivery and customer satisfaction.
 - Attend industry events and trade shows to network and promote company services
 - P&L responsibility for the departments, to be ready for leading own team.

5. Job requirements

- Graduated from Universities or Colleges majoring in Import-Export, Transportation, Foreign Trade, Economics or related fields.
- Good at English, Excellent communication and interpersonal skills.
- Hard-working, eager to learn, progressive in work.
- Proven track record of achieving sales targets and generating new business.
- At least 2 years experience in the same position

6. Benefits:

- Attractive Sales Incentive Scheme
- Company bonus, annual health checks, insurance, company trip.

7. Working time:

- Monday to Friday: 08:00 AM to 12:00PM, 01:30 PM to 05:30 PM.
- Saturday: WHF 08:00 AM to 12:00PM
- Working location: 4th Floor, 47 Pho Quang Street, Tan Son Hoa Ward, HCMC