

# MANAGER, SOUTH THAI BUSINESS

## (COMMERCIAL DIVISION)

### JOB RESPONSILITIES:

- Lead the Commercial function for South Thailand, providing guidance, fostering teamwork, and driving continuous improvement.
- Develop and implement commercial strategies aligned with business objectives to drive growth, revenue, and market share.
- Cultivate and maintain strong relationships with clients, freight forwarders, port authorities, and other stakeholders.
- Oversee and manage business portfolios in Southern Thailand, ensuring achievement of container, cargo, and commercial targets.
- Negotiate, manage, and monitor commercial contracts, service agreements, and key client portfolios.
- Analyze sales, commercial, financial, and operational reports, including KPIs, to identify opportunities and support decision-making.
- Organize client visits, events, and promotional activities to strengthen relationships and ensure a customer-centric approach.
- Collaborate with internal departments and external stakeholders to ensure alignment and fulfilment of customer requirements.
- Formulate and manage departmental budgets, marketing strategies, and expenditure to support business objectives.
- Identify, manage, and mitigate commercial risks, ensuring compliance with policies, regulations, and best practices.
- Monitor competitor activities, industry trends, and market dynamics to identify growth opportunities and new revenue streams.

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## QUALIFICATIONS, EXPERIENCE & SKILLS:

- Bachelor's degree in Business Studies/Marketing/Logistics & Maritime studies, or related field.
- Preferred: Chartered Institute in Logistics and Transport (CILT).
- Minimum ten (10) years of experience in similar field.
- Knowledge on Shipping and Logistics Industry.
- Proficient in Microsoft Office applications.
- Proficiency in multiple languages will be considered an added advantage.
- Strong business report writing skills.
- Excellent negotiation to interact effectively with internal and external stakeholders and customers.
- High level of integrity and professionalism.
- Excellent interpersonal skills to communicate and collaborate effectively with diverse stakeholders.
- Proven problem-solving skills with the ability to analyze issues and deliver practical solutions.

Kindly send your latest Resume with copy of certificates to:

HUMAN RESOURCES DEPARTMENT (Attn: HR Talent Acquisition)  
PENANG PORT SDN BHD (HQ)  
LEVEL 5, 5130 TERMINAL PENANG SENTRAL  
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or email us at [recruitment@penangport.com.my](mailto:recruitment@penangport.com.my) by/before **21<sup>st</sup> January 2026.**