

Call for Expression of Interest (EOI)
Appointment of General Sales and Services Agent (GSSA)

Thai Airways International Public Company Limited (THAI) invites qualified companies to submit an Expression of Interest (EOI) for appointment as General Sales and Services Agent (GSSA) representing THAI Cargo in the following markets:

- the Republic of Indonesia

As Thailand's national carrier, THAI Cargo continues to strengthen its presence in strategic cargo markets across Asia, supporting the development of international trade and logistics connectivity through THAI Cargo's global network.

The appointed GSSA will represent THAI Cargo in the respective market and will be responsible for developing and promoting airfreight business in alignment with THAI Cargo's commercial strategy and expanding cargo opportunities across THAI Cargo's global network.

Scope of Responsibilities

The appointed GSSA will be expected to:

- Develop and expand THAI Cargo sales in the local market
- Build and maintain strong relationships with freight forwarders, shippers, and logistics partners
- Promote THAI Cargo products and services within the market
- Support booking coordination and cargo capacity utilization
- Provide market intelligence and commercial insights
- Ensure service quality and compliance with international air cargo regulations and standards

Cargo Commodities

The GSSA should have experience in handling a wide range of cargo commodities including, but not limited to:

- General cargo
- Special Cargo
- Machinery and industrial equipment
- Project cargo
- Sensitive cargo
- Dangerous Goods (DGR)

And etc

Minimum Qualifications

Interested companies should meet the following criteria:

- Legally registered entity in the respective local market
- Proven experience in international air cargo sales and marketing
- Strong relationships with freight forwarders and logistics partners
- Sound knowledge of international airfreight operations and industry practices
- Demonstrated capability to grow cargo revenue and market share
- Operational capability, including office presence and qualified personnel in the local market
- Adequate financial capacity to support the performance of GSSA operations

Further detailed are specified in the Terms of Reference (TOR)

Submission Requirements

Interested companies are invited to submit:

- Company profile
- Expression of Interest (EOI) letter
- Description of relevant cargo experience
- Audited financial statements covering at least the past three (3) years (2023-2025), demonstrating the Applicant's financial stability. Please refer to Clause 2.4 of the TOR
- Contact details of the designated contact person

Submissions must be sent no later than:

07 JULY 2026 (End of Day, Bangkok Time) to: cargogssa@thaiairways.com

THAI Cargo appreciates your interest and looks forward to receiving proposals from qualified partners who can support the continued growth of THAI Cargo's global network.

Veera-anong Pookgaman
Head, Cargo & Mail Commercial

Cargo and Mail Commercial
Thai Airways International Public Company Limited