



JAC Recruitment

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Thailand

PR/117125 | Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1537228

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 30th, 2025 16:22

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

1. Plan and manage the sales team to achieve sales targets:

- Develop and implement strategies to meet sales goals.
- Monitor team performance and provide guidance to improve results.

2. Analyze and develop pricing strategies for various products to enhance profitability:

- Conduct market analysis to determine optimal pricing.
- Adjust prices based on market conditions and trends.

3. Train and develop the sales team to enhance work efficiency:

- Provide regular training sessions to improve skills and knowledge.

- Foster a collaborative and productive work environment.

4. Build and maintain strong relationships with existing customers:

- Ensure customer satisfaction and loyalty through excellent service.
- Address customer concerns and provide solutions promptly.

5. Identify new customers and expand the customer base:

- Develop strategies to attract new clients.
- Implement outreach programs to increase market reach.

6. Oversee the management and operations of the sales department:

- Ensure smooth and efficient department operations.
- Develop and implement policies and procedures to improve performance.

7. Prepare financial reports related to sales:

- Track sales metrics and financial performance.
- Provide detailed reports to senior management.

8. Coordinate with sales coordinators and management to support sales activities:

- Collaborate on quotes, invoices, and database management.
- Ensure all sales processes are followed accurately.

Company Description