



JAC Recruitment

We are recruitment specialists around the globe

Thailand

PR/117163 | Sales Machine & Cutting Tools (Sriracha area)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1537252

Industry

Other

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

May 14th, 2025 01:00

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

Job Description:**Responsibilities:**

- **Sales and Business Development:**

- Identify and target potential customers in the manufacturing, automotive, aerospace, and other relevant industries.
- Develop and maintain strong relationships with existing clients to ensure customer satisfaction and repeat business.
- Conduct market research to understand customer needs and industry trends.
- Present and demonstrate the features and benefits of our machine and cutting tools to prospective clients.
- Prepare and deliver sales proposals, quotations, and contracts.

- **Customer Support:**

- Provide technical support and product knowledge to customers, helping them select the right tools for their applications.
- Address customer inquiries and resolve issues promptly and effectively.
- Collaborate with the technical team to ensure customer requirements are met.

- **Sales Strategy and Reporting:**

- Develop and implement effective sales strategies to achieve sales targets and expand market share.
- Monitor and analyze sales performance metrics, providing regular reports to management.
- Participate in sales meetings, trade shows, and industry events to promote our products and services.

Qualifications:

- Bachelor's degree in Business, Engineering, or a related field.
- Proven experience in sales, preferably in the machine and cutting tools industry.
- Strong technical knowledge of machine tools, cutting tools, and related equipment.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Proficiency in CRM software and Microsoft Office Suite.
- Valid driver's license and willingness to travel as needed.

Benefits:

- Competitive salary and commission structure.
- Health, dental, and vision insurance.
- Retirement plan with company match.

Company Description