



JAC Recruitment

We are recruitment specialists around the globe

Thailand

## PR/117125 | Sales Manager

## Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1540597

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

May 20th, 2025 12:21

## 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