



PR/117137 | Sales Manager (Factory Automation, Manufacturing and Design Service)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1540606

Industry

Other (Manufacturing)

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

Position: Sales Manager (Factory Automation, Manufacturing and Design Service)

Salary: 100,000 – 130,000THB +/- (Negotiable)

Location: Central of Thailand. (Ayutthaya, Pathum Tani)

Our client is big brand of Manufacturing and Design Service factory automation company.

Position:

Responsibilities:

- Develop and implement strategic sales plans to achieve and exceed sales targets for factory automation products.

- Identify and pursue new business opportunities within the target market, including OEMs, system integrators, and end-users.
- Build and maintain strong, long-lasting relationships with key customers and partners.
- Manage and mentor a team of sales representatives, providing guidance, training, and support to ensure their success.
- Accurately forecast sales pipeline and revenue.
- Stay up-to-date with industry trends, competitor activities, and new product developments in factory automation.
- Prepare and deliver compelling technical and commercial presentations to customers.
- Collaborate closely with marketing, product management, and technical support teams to ensure customer satisfaction and drive sales growth.
- Developing strategic operating plans that reflect the longer-term objectives and priorities established by the board.
- maintaining the operational performance of the company.

Qualifications:

- Bachelor's degree in Engineering (Electrical, Mechanical, Automation, or related field) or Business Administration with a strong technical aptitude.
- 5+ years of proven sales experience in the factory automation industry, with a successful track record of achieving sales targets.
- Strong technical understanding of factory automation products and solutions, such as PLCs, HMIs, motion control systems, robotics, sensors, and industrial networks.
- Excellent sales, negotiation, and presentation skills.

Company Description