



JAC Recruitment

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Thailand

## PR/117386 | Sales Executive (Coal, Steel, Chemicals)

### Job Information

**Recruiter**[JAC Recruitment Thailand](#)**Job ID**

1543440

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

July 1st, 2025 09:01

### 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 Responsibilities:**

- Build and maintain strong relationships with clients and partners to ensure customer satisfaction and loyalty in the Coal, Steel, and Chemicals sectors.
- Develop and implement effective sales strategies to achieve targets and drive revenue growth.
- Lead negotiations and close deals with clients, ensuring mutually beneficial agreements.
- Stay informed about market trends, competitor activities, and industry developments to inform sales strategies.
- Prepare regular sales reports and forecasts to track performance and inform management decisions.

**Qualifications:**

- Proven experience in sales, particularly in inter-trade for Coal, Steel, or Chemicals.

- Good English skills and able to coordinate with multinational internal teams and clients.
- Strong negotiation and communication skills.
- Ability to build and maintain relationships with clients and partners.
- Excellent analytical and problem-solving abilities.
- Self-motivated and results-oriented with a strong drive to achieve targets.

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## Company Description