



PR/117412 | SMT Machinery Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1544001

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 10th, 2025 10:44

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 (Surface Mount Technology)

Salary: 70,000 – 80,000THB +/- (Negotiable)

Location: Buengkum ,Bangkok

Our client is one of the region's leading total solution providers of Equipment and Passive Components serving the electronics and semiconductor industries.

Position:

Responsibilities:

- Consistently achieve or exceed assigned sales targets for new and existing client portfolios.
- Manage and grow sales within the existing customer base through proactive engagement and relationship building.

- Identify, prospect, and establish a robust new customer base through various sales channels.
- Continuously research and identify potential new products for representation or distribution, aligning with market demand and company strategy.
- Proactively identify, develop, and explore new business opportunities with all customers to ensure continuous revenue growth.
- Develop, execute, and manage comprehensive marketing plans and activities to support aggressive sales growth initiatives.
- Undertake overseas business trips a few times per year, with flexible arrangements for direct travel back home.

Qualifications:

- Bachelor's degree in Electrical Engineering, Electronics Engineering, Mechanical Engineering, Industrial Engineering, or a related technical field. A Master's degree or relevant business qualification is a plus.
- Minimum of 7-10 years of progressive sales experience within the Surface Mount Technology (SMT) or Semiconductor manufacturing industry.
- SMT machinery (e.g., pick-and-place machines, screen printers, reflow ovens, AOI/SPI systems, material handling solutions).
- Strong understanding of SMT processes, PCBA assembly, and related manufacturing workflows.
- Demonstrated ability to lead, mentor, and motivate a high-performing sales team to achieve individual and collective targets.

Company Description