



PR/117487 | Project Sales

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1545344

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 24th, 2025 10:25

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: Project Sales (HVAC,VRF)

Salary: 60,000 – 90,000THB +/- (Negotiable)

Location: Seri Thai ,Bangkok

Our client is big brand of Home Appliance Manufacturers and Electrical Equipment Manufacturers company.

Position:

Responsibilities:

- Identify potential clients in the target market and complete appropriate research on the prospective client's business and equipment needed.
- Develop sale activities to acquire new business (B2B) through developers.
- Take care of project sales and encourage colleagues to achieve sales targets.
- Build up new target customers to expand business.

- Propose our products to new project customers.
- Take responses after sales and follow up on the customer's problem.
- Receive and reply to countermeasures in a project for each unique problem.

Qualifications:

- Bachelor's degree in Engineering or any related field.
- 5 years up experience in Sales Engineer / Project Sales to real estate developers or project owners.
- Negotiate the terms of an agreement and close sales to achieve minimum sales activities and targets set by the company.
- Arrange goods delivery to the customer according to the project schedule. Manage full collection from customers timely.
- Good command of English, Enthusiastic, Confident, Service-Minded, Detail Oriented with interpersonal skills.
- Have own car and driving license.

Company Description