



JAC Recruitment

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Thailand

## PR/116297 | Sales Engineer (Assistant Level)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1548955

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

July 8th, 2025 16:58

### 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

**Overall Responsibilities:**

As a Sales Engineer Assistant Manager, you will play a crucial role in driving the successful launch and adoption of new product models within the market. You will be responsible for leading a team of sales engineers, providing technical expertise, and building strong customer relationships to achieve sales targets and market penetration.

**Key Responsibilities:**

- Product Launch Strategy:
  - Collaborate with product management and marketing teams to develop comprehensive launch plans for new models.
  - Identify key target customers and develop tailored sales strategies to address their specific needs.

- Create compelling product presentations and sales collateral to effectively communicate product benefits.
- Technical Expertise:
  - Possess a deep understanding of product features, specifications, and applications.
  - Stay up-to-date with industry trends and technological advancements to maintain a competitive edge.
  - Provide technical support and training to sales team members to enhance their product knowledge.
- Customer Relationship Management:
  - Build and maintain strong relationships with key customers, acting as a trusted advisor and problem-solver.
  - Proactively identify customer needs and provide solutions that exceed expectations.
  - Address customer inquiries and complaints promptly and professionally.
- Sales Team Leadership:
  - Lead and motivate a team of sales engineers to achieve sales targets and performance objectives.
  - Provide coaching, mentoring, and performance feedback to team members.
  - Foster a positive and collaborative team culture.
- Sales Performance Management:
  - Monitor and analyze sales performance metrics to identify areas for improvement.
  - Implement strategies to optimize sales processes and increase efficiency.
  - Prepare regular sales reports and forecasts for management.

**Qualifications and Skills:**

- Bachelor's degree in Engineering or a related field.
- 5+ years of experience in sales engineering or a similar role.
- Strong technical knowledge and understanding of product applications.
- Excellent communication and presentation skills.
- Proven leadership and team management abilities.
- Strong problem-solving and analytical skills.
- Ability to work under pressure and meet deadlines.
- Proficiency in relevant software tools (CRM, sales enablement tools, etc.).

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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**Company Description**