



JAC Recruitment

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Thailand

PR/117125 | Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1549103

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 17:04

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

1. Plan and manage the sales team to achieve sales targets:

- Develop and implement strategies to meet sales goals.
- Monitor team performance and provide guidance to improve results.

2. Analyze and develop pricing strategies for various products to enhance profitability:

- Conduct market analysis to determine optimal pricing.
- Adjust prices based on market conditions and trends.

3. Train and develop the sales team to enhance work efficiency:

- Provide regular training sessions to improve skills and knowledge.

- Foster a collaborative and productive work environment.

4. Build and maintain strong relationships with existing customers:

- Ensure customer satisfaction and loyalty through excellent service.
- Address customer concerns and provide solutions promptly.

5. Identify new customers and expand the customer base:

- Develop strategies to attract new clients.
- Implement outreach programs to increase market reach.

6. Oversee the management and operations of the sales department:

- Ensure smooth and efficient department operations.
- Develop and implement policies and procedures to improve performance.

7. Prepare financial reports related to sales:

- Track sales metrics and financial performance.
- Provide detailed reports to senior management.

8. Coordinate with sales coordinators and management to support sales activities:

- Collaborate on quotes, invoices, and database management.
- Ensure all sales processes are followed accurately.

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