



JAC Recruitment

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JAC Recruitment Thailand

## PR/117316 | Senior Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1549171

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

September 16th, 2025 12:02

### 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

#### Sales/ Senior Sales Engineer (Chonburi, Rayong)

This individual will be the specialist in identifying various business opportunities and generating profitable sales for the Factory Automation and Logistic Automation business, through effective account/ development strategies. Directly and/or through different channels to ensure a long-term business partnership and achievement of the desired corporate sales goals.

#### Responsibilities:

- In-depth coverage and understanding of assigned accounts directly and/or with channels to identify customer needs and develop opportunities to orders.
- Develop and execute effective sales activities (products/solution, opportunities follow up) for the industry to achieve sales growth objectives assigned.
- Provide updates on sales funnel, forecasts and account status/activity as required.
- Collaborate cross functionally to review & analyze competition, product, and/or market needs to increase win

probability and market share.

- Support in the development and implementation of marketing plans and activities as needed.
- Ensure all assigned accounts issues are resolved in a timely and escalate as needed.
- Comply with company policy on sales processes and use of sales tools.
- Proactive usage of Customer Relationship Management (CRM) system to maintain account details for funnel management and effective collaboration.
- Maintain sound technical/application knowledge of products relevant to industry assigned to develop trust and confidence of customer base.
- Collaborate with Corporate Industry Management team to align strategy and initiatives for assigned industry and accounts.

Job Requirements:

- At least a Diploma/Degree in Electrical/Control/Instrument Engineering or any related fields.
- At least 3 years of relevant experience within a sales environment in Industrial Automation; Intralogistics, Electronics, 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