



JAC Recruitment

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Thailand

PR/117412 | SMT Machinery Sales Manager

Job Information

Recruiter[JAC Recruitment Thailand](#)**Job ID**

1549226

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 17:09

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.

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