



PR/117621 | Sales (Working at Chonburi area as WFH)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1549483

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 19th, 2025 04:00

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

Job Summary:

We are seeking a passionate and driven B2B Sales Executive to join our client company. This role focuses on developing new end-user clients and conducting market research, particularly in the ESB area. The ideal candidate will have strong sales experience, preferably in the automotive or electronic components industry, and be comfortable with hard sales and business development activities.

Key Responsibilities:

- Develop new business opportunities (New: Existing = 90:10)
- Conduct cold calls using a provided client list to secure appointments
- Present and explain company products to potential clients
- Build and maintain relationships with R&D and procurement departments
- Conduct market research to identify trends and opportunities

- Collaborate with internal teams and attend client meetings in English

Required Skills & Experience:

- Proven experience in B2B or hard sales (any industry acceptable)
- Sales experience in the same or related industry (e.g., tapping, automotive, electronic components)
- Existing connections in the automotive or electronic components industry is a strong plus
- Experience working in a Japanese company is preferred
- Must own a car and be willing to travel for client visits
- Strong passion for sales and business development
- Confident, proactive, and not hesitant to approach new clients
- English: Intermediate level (for internal communication and client meetings)

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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

Company Description