



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

July 8th, 2025 17:14

## 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.

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## Company Description