



PR/117694 | Sales

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1552405

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 22nd, 2025 10:10

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

Salary: 40,000 – 80,000THB +/- (Negotiable)

Location: Udomsuk, Bangkok

Our client is big brand of elevator manufacturer moving walkways, and vertical parking equipment.

Responsibilities:

- Conduct comprehensive market research to identify new selling possibilities and thoroughly evaluate customer needs.
- Actively seek out and generate new sales opportunities through various channels, including cold calling, professional networking, and social media.
- Cultivate and maintain strong, long-term relationships with potential clients and key account customers, actively listening to their wishes and concerns.
- Prepare compelling data and insightful information about customers to enhance project winning potential.
- Prepare accurate product price estimations, detailed specifications, and professional quotations for customers.

- Prepare and deliver engaging presentations on our products and services.
- Negotiate and close deals effectively, handling any complaints or objections professionally.
- Collaborate smoothly with internal teams to ensure seamless handling of incoming and existing customers across all technical and commercial terms.
- Prepare and action all necessary after-sales documentation, including invoices and contract signing.
- Create frequent reviews and detailed reports on sales performance and financial data.
- Gather feedback from customers or prospects and effectively share it with internal teams for continuous improvement.
- Collaborate effectively with team members to achieve collective sales goals and foster better results.
- Participate on behalf of the company in relevant industry exhibitions or conferences.

Qualifications:

- 3-5 years of proven experience in sales negotiations within the Real Estate or Construction industry.
- Prior sales experience with building-related M&E equipment is highly preferred (e.g., Elevators & Escalators, HVAC, Air Conditioning, General M&E).
- Strong communication, negotiation, and presentation skills.
- A proactive, self-motivated, and results-oriented approach.
- Ability to prepare compelling proposals and manage client relationships effectively.

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