



## PR/117759 | Industrial Sales Manager (Government Accounts)

### Job Information

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

1553335

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

July 29th, 2025 10:47

### 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

Our client is a safety product distributor.

They are seeking a dynamic and experienced Government Sales Manager to lead their sales efforts for industrial products within the public sector. This role involves managing relationships with government agencies, identifying sales opportunities, and driving revenue growth through strategic sales initiatives.

### Job Responsibilities

- Develop and execute sales strategies targeting government agencies and public sector clients.
- Identify and pursue new business opportunities in industrial product sales.
- Manage the full sales cycle from lead generation to closing deals.
- Build and maintain strong relationships with key decision-makers in government organizations.
- Prepare and submit proposals, quotations, and tender documents.

- Collaborate with internal teams (marketing, product, logistics) to ensure client satisfaction.
- Monitor market trends and competitor activities to adjust strategies accordingly.
- Achieve sales targets and report on performance metrics regularly.

#### Requirements

- Bachelor's degree in Business, Engineering or a related field.
- Proven experience (5+ years) in B2G (Business-to-Government) sales, preferably in industrial products.
- Strong understanding of government procurement processes and tendering.
- Excellent communication, negotiation and presentation skills.
- Ability to build long-term relationships with government clients.
- Self-motivated with a results-driven approach.
- Proficiency in MS Office and CRM software.
- English language proficiency required

If you are interested, click **APPLY NOW**. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

#LI-JACTH

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#### Company Description