



## PR/117841 | District Sales

## Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1554673

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

September 23rd, 2025 06:00

## General Requirements

**Career Level**

Mid Career

**Minimum English Level**

None

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

## Job Description

To achieve preset financial targets and maintain productivity standards, market focus, and customer satisfaction. This role involves developing new business, expanding the customer base within the assigned area, and consistently meeting sales targets through regular customer visits.

**Position:**

District Sales

**Salary:**

30,000 – 50,000 THB / month

**Welfares:**

Commission, Fuel allowance, Phone

allowance, Group Life &amp; Medical

Insurance and others

**Location:**

Sriracha Chonburi

**Working Day:**

Monday to Friday

**Responsibilities:**

- Implement effective line management to achieve monthly sales targets.
- Ensure 100% coverage of the assigned territory.
- Manage prospects and maintain a disciplined sales outlook.
- Conduct consistent and structured sales activities.
- Perform integrated account reviews for major general accounts to ensure retention and growth.
- Maintain market leadership across all products and lane segments.
- Participate in training and development sessions to enhance sales skills and industry knowledge.
- Develop new business and expand customer base in assigned area.
- Meet KPIs outlined in the Sales Scorecard and Sales Program.
- Undertaking additional assignments as needed to support company objectives.
- Bachelor's degree in business administration, International Trade, Marketing, or Industrial Engineering.

**Qualifications:**

- Bachelor's degree in business administration, International Trade, Marketing, or Industrial Engineering.
- Minimum 3 years of proven sales experience. (Logistics experience preferred)
- The ability to meet with customers off-site on a regular basis.
- Oral and written proficiency in the English language.
- Strong problem solving, organizational, and interpersonal skills.
- Ability to work productively both individually and in a team environment.
- Sense of urgency for goal achievement.
- Self-motivated with the ability to work in a fast-paced and constantly changing environment.
- Comfortable with regular data entry on a laptop computer.
- Strong rapport and relationship-building focused.
- Empowered to make quick decisions in response to changing conditions.
- Extroverted, confident, enthusiastic and persuasive.
- Influences others to action.
- Timeliness and accountability for results.

**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