



PR/117851 | Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1554678

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 26th, 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

Key Responsibilities

- Identify and approach potential clients such as real estate developers, Japanese corporations, and hospitality operators.
- Conduct market research and networking to generate leads.
- Expand the client base across Thailand and ASEAN.
- Build and maintain strong relationships with key decision-makers.
- Collaborate with internal design teams to deliver tailored proposals.
- Foster repeat business through consistent follow-ups.
- Develop and implement sales strategies aligned with brand values.
- Prepare proposals and presentations in coordination with marketing and design teams.
- Track KPIs and report progress to management.
- Monitor industry trends, regulations, and competitors.
- Provide feedback for service and product improvements.
- Submit regular reports to HQ and management.
- Represent the company at industry events and meetings.
- Communicate the quality and professionalism of a Japanese firm.

Qualifications

- Bachelor's degree in architecture, engineering, business, marketing, or related field.
- Minimum 5 years of experience in sales or business development within architecture/design/construction.
- Familiarity with Japanese business culture and etiquette.
- Strong interpersonal, negotiation, and presentation skills.
- Native Thai speaker with business-level English with optional

conversational Japanese (JLPT N2/N3 or equivalent).

- Knowledge of architectural design services for commercial/industrial or mixed-use projects.
- Understanding of Thailand's real estate and construction markets.
- Leadership experience with potential to build and manage a sales team.
- Client-focused with strong communication and problem-solving skills.
- Collaborative and proactive with a passion for innovation.
- Curious about industry trends and eager to grow professionally.

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Company Description