

タイの求人なら JAC Recruitment Thailand

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

October 21st, 2025 05:00

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

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.

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