



JAC Recruitment

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JAC Recruitment Thailand

## PR/117860 | Sales Manager (Chinese Speaking)

## Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1554685

**Industry**

Other (Manufacturing)

**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

Business Development Manager (Chinese speaking)

Location: Chonburi, Thailand

Employment Type: Full-Time

**Key Role:**

Drive new business growth and retain existing customers, focusing on plastic pallet solutions and expansion into new sectors and markets.

**Responsibilities:**

- Support sales strategy and promote new products
- Build customer relationships and industry networks
- Lead onboarding, contract management, and customer training

- Monitor pallet usage, forecast demand, and ensure accurate invoicing
- Collaborate with Customer Service and Operations for service excellence
- Track collections and resolve disputes
- Prepare regular sales reports and achieve individual targets

Qualifications:

- Bachelor's degree or higher
- 7+ years in sales, 3+ years in management
- Experience in FMCG or supply chain industries
- Strong communication, negotiation, and problem-solving skills
- Fluent in English & Chinese (spoken and written)

**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