



## 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**

April 7th, 2026 03:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**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)

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## Company Description