



JAC Recruitment

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JAC Recruitment Thailand

PR/117927 | B2B Sales

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1556229

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 9th, 2025 03:00

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

Position: B2B Sales

Salary: 40,000 – 50,000THB +/- (Negotiable)

Location: Phaya Thai Bangkok

Our client is construction of facilities of electricity and machinery in Thailand.

Position:

Responsibilities:

- Initially focused on handling existing clients for the first few years to gain industry knowledge
- Client visits conducted almost daily, primarily within Bangkok
- Clients include Thai general contractors (e.g., Italian-Thai), architectural firms, and Thai representatives of Japanese general contractors
- Current company status: securing approximately one project per month

- No individual sales targets assigned
- Sales activities targeting non-Japanese clients and communication with Thai staff in charge of design and estimation
- Collaboration with the Managing Director (MD) in charge of sales and Thai staff

Qualifications:

- Over 3 years of B2B sales experience in any industry.
- Must have a car license (a company car is provided).
- Experience in a construction-related business (e.g., air conditioning) is preferred.
- Good command of English.

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