



PR/117932 | Sales Staff

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1556811

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 30th, 2025 09:01

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:

- Contact customers for a new part or new project and cooperate with the team to meet customer requirements.
- New project management until part mass production starts
- Prepare and submit quotations to customers and follow up to ensure timely responses and approvals.
- Control project costs to meet company targets and profitability goals.
- Plan and oversee new product development using APQP methodology to ensure quality and timely delivery.
- Source and coordinate with new suppliers to support project needs and ensure supply chain readiness.
- Drive cost improvement initiatives in collaboration with suppliers and customers.
- Collect and review customer complaints weekly, using insights to improve service quality and customer satisfaction.

Qualifications:

- Bachelor's degree in engineering or science (preferred).
- Minimum 3 years of experience in sales or as a sales engineer, preferably in the automotive industry.
- Proficient in English communication, with a TOEIC score of 600 or above.
- Strong interpersonal skills and ability to work effectively with teams and clients.
- Proficient in Microsoft Office, especially Excel and Word.

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Company Description