



## PR/118095 | Sales Engineer

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1559032

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

October 7th, 2025 10:01

### 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

Job Title	Sales Engineer
Reason for recruiting	Replacement
Direct Report	Sales & Marketing Manager / Vice President

**Responsibilities:**

- Maintain and develop Sales & Marketing systems.
- Sales and support the customers.
- Create customer satisfaction.
- Others as assigned.

### Main Duties and Responsibilities

1. Maintain & Develop Sales & Marketing systems
  - Maintain and develop all documents in the Sales Dept.
  - Create the Sales & Marketing process flow.
  - Achieve sales target.
  - Marketing survey.
  - Expand market share and increase customer base to achieve sales target.
  - Systematic sales record, customer requirement, quotations and others sales document.

## 2. Sales and support the customers

- Be fully aware of all processes being promoted by the company and keep current with the technical issue.
- Provided technical support to the Manager and all concern.
- Understand in price setting, PLN, quotation to ensure achieve as sale target.
- Provide pre-sales preparation, meet customers and make presentations to develop new clients and after sales service.
- Provide feedback from suppliers and clients and follow up all concern to responsiveness.
- Management of all technical sales issues.
- Work with Sales managers and executives to sell products and services.
- Manage part receiving and delivery on time to customers.
- Be a coordinator between customer vs company for all issues and when QC/Production engineer got some trouble, quit or not able to work as normal.

## 3. Create Customer Satisfaction

- Identify all technical issues of assigned account, follow up and service to assure complete customer satisfaction.
- On-site service to customers with new information to fulfill customer satisfaction.
- Collection and analyst issue list, negotiation with customers.
- Conduct customers' needs analysis to gain understanding in customer problems.
- Work with, develop positive relationships with, communicate with, and coordinate activities with other sections such as Production and others.
- Customer satisfaction surveys at least once a year to ensure all our customers are satisfied with our services.

## 4. Others assigned

- Perform other jobs that may be assigned by the Sales & Marketing Manager or upper level.

## Work Experience:

- Minimum 2 years' selling' experience or technical support role preferably in automation, heat treatment industry.
- Able to travel throughout sales territory.
- Able to convey customer requirement to Sale & Marketing Manager.
- Working experience in Japanese firm will be an advantage
- Must drive a car with driving license.
- Excellent professional presentation skill, service mind.

## Preferable Requirement:

- Good knowledge in ISO 9001 / ISO/TS 16949
- Education Background in Metallurgy.
- Ability to speak Japanese language is a plus.
- Experience in technical sales, sales engineer is a plus.
- Ability to travel with short notice.

**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