



PR/118150 | Sales (Assistant Manager or Manager - Japanese Speaking)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1559066

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 18th, 2025 15:00

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

We have made broad contributions to the world industrial and social infrastructure. We with our leading edge power electronics technology is in pursuit of developing and innovating energy technology. We were established in 1995 as our sales and marketing Subsidiary in Thailand. We mainly focus on these products and solutions in Thailand. As a specialist of energy creation, energy savings and energy management, we will continue to provide products and solutions to meet the needs of customers and society alike.

Job Title: Sales (Assistant Manager or Manager - Japanese Speaking)

Business Type: Engineering & Manufacturing

Location: Sathorn, Bangkok

Job Type: Full-time, Monday-Friday, 08:00-17:00 hrs.

Responsibilities:

- Sales activities targeting Japanese companies, including handling inquiries, client visits, preparing quotations, and negotiating prices and delivery schedules. The role will start with around five companies, such as control panel manufacturers and machinery equipment makers (both existing and new clients), and will later expand to include general contractors and subcontractors in the construction industry—eventually
- Covering approximately 20 companies.
- Initial follow-up after product delivery and coordination with internal departments for after-sales support.
- Liaison work with the overseas division of the Japan headquarters, as well as coordination with overseas branches and clients.
- Occasional client entertainment (dinners, golf, etc.) is part of the role; candidates who are comfortable with this are preferred.
- Responsible for both new and existing clients, including companies such as OKAMOTO and Sodick. While the main focus is domestic sales within Thailand, the ASEAN region may also be covered depending on business needs.

Qualifications:

- Good command of Japanese, to communicate with Japanese clients
- At least Intermediate level of English, to communicate with internal teams, meeting with clients
- Bachelor degree in Engineering or related fields
- Over 3 years B to B Sales experience
- PC skills (email correspondence, Excel, Word, PowerPoint)
- Cheerful and energetic personality with a proactive attitude toward work
- Sales experience in mechanical or electrical products
- Since the products are technically complex, candidates with an engineering mindset can catch up more quickly
- The role involves communication with engineers, so technical understanding is a plus
- Engineering experience
- Work experience in the manufacturing industry
- Knowledge and experience in electrical systems; preference given to those with experience at heavy electrical equipment manufacturers
- Sales experience with general contractors (construction industry) is also a plus
- Those who enjoy client entertainment, social gatherings, or golf will have an advantage

Benefits:

- Annual salary increasing
- Annual Bonus
- Mobile phone
- Annual Leave
- Health Insurance (after probation)
- Provident Fund
- Employees are eligible for a long-service bonus
- In-house training programs for skill enhancement
- Company-sponsored trips—previously held in Thailand, Hong Kong, Singapore, and Japan.

How to Apply: If you meet the qualifications and are excited about this opportunity, please submit your resume and a cover letter by click “APPLY” We look forward to hearing from you!

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