



PR/118714 | SALES EXECUTIVE (B2B)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1570741

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

March 10th, 2026 10:01

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Sales Executive (B2B)

Salary: 25,000 – 30,000THB (No Commission)

Location: Sathorn (BTS Silom)

Our client is a Japan's largest paper trading group specialize in the import, export, and distribution of paper, pulp, chemicals, and specialized auxiliary materials for the electronics industry.

Key Responsibilities of the position:

- Focus on New Business Development (BD) to identify and acquire new B2B clients within the electronic components sector.

- Promote products to clients in major industrial areas (Chonburi, Amata, Ayutthaya, etc.).
- Maintain strong relationships with existing domestic and international customers, starting with a focus on the Thai market.
- Manage the end-to-end import and export process, including supplier sourcing and price negotiations.
- Work closely with the Japanese Sales Manager and senior team members to learn high-level sales techniques and product knowledge.

Qualifications

- Bachelor's degree in business administration or a related field.
- A minimum of 2 years of sales experience.
- Intermediate English or higher. Must be able to communicate effectively with internal teams and overseas clients
- Basic understanding or experience in Import and Export procedures.
- No personal car or driving license is required. The company provides a dedicated car with a driver for all business-related travel and client visits.

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