



PR/118791 | Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1572270

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 07:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are seeking a sales manager to develop new business and grow existing accounts in Thailand. This is a home-based position, where you will work independently and report directly to the Sales Director based in Singapore.

Responsibilities

- Drive profitable sales growth in Thailand to meet monthly and annual targets and support company's long-term objectives.
- Manage and grow business in Thailand for the full range of products and solutions.
- Identify and acquire new customers through direct sales, cold calls, and B2B visits.
- Maintain and develop a strong sales pipeline.
- Work with customers to create system solutions using company products and, when needed, third-party components.
- Coordinate projects and manage key accounts effectively.
- Monitor competitor activities and share regular updates.
- Keep CRM data accurate and updated at all times.
- Build strong relationships with local distributors and agents and provide technical support with help from product manager / specialists.

- Handle contracts and purchase agreements for your area.
- Negotiate confidently with customers using solid technical and commercial arguments.
- Share product and market knowledge to support company growth.
- Ensure customer complaints are resolved quickly and communicated clearly.

Qualifications

- Bachelor's degree in Electrical Engineering, Communications Technology, or Mechatronics.
- At least 7 years of B2B sales experience in industrial connectors, automation solutions, or related products.
- Experience in project management and channel management.
- Strong communication and interpersonal skills.
- Able to work independently and as part of a team.
- Good command of Thai and English

Interested applicants, please click **APPLY NOW**. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be contacted. Thank you for your understanding.

#LI-JACTH

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Company Description