



PR/119056 | Sales & Marketing Director – Industrial Development

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1578088

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 27th, 2026 02:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Description: Sales & Investment Director – Industrial Development

Location: Eastern area of Thailand.

Overview

Sales & Investment Director will lead business expansion in the industrial sector by identifying and securing new investors, both domestic and international, who are interested in building new factories, leasing industrial land, or renting ready-built facilities. This role combines strategic investment attraction, industrial sales, and stakeholder relationship management.

Key Responsibilities

- Identify and engage potential investors seeking to set up new factories or expand operations in industrial zones.
- Promote available land plots, industrial estates, and ready-built factories to targeted investors.
- Drive sales of industrial land, warehouses, and factory rental spaces while maintaining a strong pipeline.

- Build and manage relationships with developers, foreign chambers, BOI consultants, real estate firms, and manufacturers.
- Monitor industrial trends, FDI flows, and manufacturing sector outlook to guide investment strategies.
- Coordinate with BOI, IEAT, and relevant government/industrial estate agencies to support investors through approvals and setup processes.

Qualifications

- Bachelor's or Master's degree in Business, Marketing, Engineering, Real Estate, or related fields.
- 10+ years of experience in industrial estate development, FDI attraction, or industrial estate business.
- Strong network with investors, and real estate partners.
- Proven success in selling or promoting industrial land, warehouses, or factory solutions.
- Excellent negotiation, presentation, and stakeholder-management skills.
- Understanding of BOI incentives, industrial regulations, and factory setup processes is a strong advantage.
- Strong communication skills in English (Chinese is a plus; open to Chinese expat)

Interested candidates, please send your resume in English to us.

JAC Personnel Recruitment Ltd
10F Emporium Tower, 622 Sukhumvit Soi 24, Klongton, Klongtoey, Bangkok 10110

Contact: K. Napaphach
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Time: 9:00 AM – 6:00 PM
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Company Description