



PR/119073 | Japanese Client Sales Specialist

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1578099

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

March 16th, 2026 06:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Responsibilities:

- Formulate and implement strategic sales plans to achieve business objectives.
- Carry out lubricant sales activities within the designated sales territory in Thailand.
- Conduct customer visits, averaging approximately three clients per day.
- Identify and cultivate new business opportunities and customer relationships.
- Prepare quotations, product introduction materials, value analysis (VA) proposals, and technical presentations tailored to customer needs.
- Develop sales forecasts, coordinate order processing, manage production adjustments, and oversee contract execution.
- Monitor accounts receivable and manage slow-moving inventory effectively.
- After joining the company, the employee must pass the ILAP Basic level within one year and the Advanced level within three years.

Qualifications:

- Proficiency in Japanese and English at a business level.
- Fundamental knowledge of lubricants.
- Familiarity with industrial oils and mechanical systems.
- Proven experience in engaging with Japanese clients and senior executives, with a focus on relationship building.
- Ability to prepare and deliver after-service reports professionally.
- Capability to coordinate effectively with global affiliates.

- Strong skills in proposal development, negotiation, and communication.
- Solid understanding of marketing principles.
- Knowledge of manufacturing processes and mechanical structures, particularly within the automotive and HVAC industries.

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Company Description