



PR/119208 | Regional Sales Representative

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1581850

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 7th, 2026 12:00

General Requirements

Minimum Experience Level

Over 6 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

Technical Sales Manager – Flexible Packaging (ASEAN)

Location: Bang Na area

Salary: 60,000 – 100,000 THB / month plus commission (negotiable)

Company: Global company who develops and manufactures specialty coatings, inks, and adhesives used in flexible packaging, labels, and other packaging applications

Role Summary

Responsible for driving sales growth and providing technical support for flexible packaging solutions across ASEAN. Acts as the primary contact for customers, combining commercial responsibility with technical expertise to ensure strong relationships and business results.

Key Responsibilities

- Grow and manage customer accounts; identify and develop new business opportunities within Flexible packaging converters
- Lead pricing discussions and commercial negotiations.
- Provide technical support, troubleshooting, and product/application guidance at customer sites.
- Conduct trials, product demonstrations, and line audits.
- Monitor market trends and competitors; maintain accurate CRM reporting and forecasts.
- Coordinate closely with Customer Service, Supply Chain, labs, and regional/global teams.

Qualifications

- Degree in Printing/Packaging Technology, Chemical Engineering, or related technical field.
- Experience in flexible packaging, printing, converting, inks, coatings, or adhesives.
- Experience in related products for food or pharmaceutical industries is plus.
- Proven background in technical sales, application engineering, or customer support.
- Good English and Thai; other Asian languages are an advantage.
- Willing to travel 50–60% across ASEAN.

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
Office Number: 066-097-2958
Time: 9:00 AM – 6:00 PM
Website: <https://www.jac-recruitment.co.th>

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Company Description