



PR/119236 | Area Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1582442

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

May 26th, 2026 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities

- Achieve sales targets in heavy machines and rental units within the assigned area.
- Identify new market opportunities and develop a pipeline of prospects across logistics, warehousing, manufacturing, and distribution sectors.
- Conduct regular customer visits to understand business needs and propose suitable equipment and service solutions.
- Prepare and deliver product presentations, quotations, and commercial proposals.
- Drive rental business growth (short-term & long-term) through proactive customer engagement.
- Manage and develop strong relationships with key accounts, distributors, and fleet customers.
- Ensure timely follow-up on leads, quotations, and contract negotiations.

- Monitor customer satisfaction and coordinate with service and operations teams for issue resolution.
- Support customers on fleet optimization, maintenance planning, and product selection.
- Collect and analyze market intelligence on competitors, pricing trends, and customer needs in the Thailand market.
- Prepare weekly/monthly sales reports, forecasts, and business reviews.
- Contribute insights to pricing strategies, inventory planning, and marketing activities.
- Work closely with service, parts, operations, finance, and marketing teams to ensure smooth execution of sales orders and customer projects.
- Participate in product training, trade shows, customer events, and marketing campaigns.

Qualifications

- Minimum 3-5 years of sales experience in forklifts, material handling equipment, industrial machinery, or related fields in Thailand.
- Strong understanding of forklift products, after-sales services, spare parts, and rental business models.
- Bachelor's degree in Business, Engineering, Logistics, or related field preferred.
- Proven ability to achieve sales targets and manage B2B customer relationships.
- Good negotiation, presentation, and communication skills.
- Self-driven, results-oriented, with strong analytical and planning skills.
- Possession of a valid driver's license; willing to travel within assigned territory.

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Company Description