



## 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 12th, 2026 14:00

### 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.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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#### Company Description