



## PR/119257 | Sales Engineer (Food Processing & Packaging Solutions)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1584422

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Singapore

**Salary**

Negotiable, based on experience

**Refreshed**

March 31st, 2026 10:36

### 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

**Job Description:**

- Proactively expand the market base by identifying and acquiring new customers/partners in food processing & packing solutions sectors.
- Conduct sales activities including prospecting, cold outreach, and regular customer visits to open new business opportunities.
- Manage the full sales cycle — from lead generation, qualification, solution presentation, to closing deals.
- Understand customers' operational processes and provide technical guidance to recommend suitable solutions.
- Coordinate with internal technical/engineering teams to deliver accurate and effective proposals.
- Monitor industry trends and competitor activities to identify new business growth opportunities.
- Maintain updated pipelines, visit reports, and sales forecasts.
- Build and maintain strong business relationships with key stakeholders and decision-makers.

**Qualification:**

- Bachelor's degree in Engineering (Mechanical, Electrical, Industrial, Food Engineering, or related).

- 5-10 years of experience in B2B industrial sales, technical sales, or solution-based selling.
- Strong “hunter” mindset — proactive, self-driven, and comfortable with new market development.
- Demonstrated ability to open new accounts (not solely relying on existing customers).
- Ability to understand technical concepts and communicate them clearly to customers.
- Good communication and presentation capabilities, with confidence to approach new customers.
- Energetic, flexible, self-motivated, and able to work independently toward sales targets.
- English proficiency (technical reading & communication).

**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