



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

April 28th, 2026 14:00

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

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).

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Company Description