



## PR/119462 | Sales Engineer (Grid, Power Transmission)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1598930

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 26th, 2026 10:47

### 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

**Type of Business:** Energy Solutions (Power Generation, Transmission & Distribution, Grid Systems)

**Job Description:**

- Develop new business opportunities while maintaining and growing existing accounts in targeted industries (e.g. Electric Utilities, EPC)
- Manage the full sales cycle from pre-bidding, bidding, to converting opportunities into purchase orders  
Coordinate closely with factories and vendors to develop solutions that meet customer requirements and revenue targets
- Build and maintain strong relationships with existing customers and business partners to generate additional business
- Provide technical sales support during RFQ interviews, requirements discussions, and technical meetings until deal closure

- Interpret electrical drawings, specifications, and applicable codes/standards to develop optimized solutions  
Prepare sales reports, forecasts, and updates on issues, progress, and opportunities
- Review sales channel performance and adapt strategies to improve results  
Perform other duties as assigned by management

**Qualification:**

- Bachelor's degree in Electrical Engineering, or related fields.
- 5+ years in grid related business especially on power transformer, GIS, TLA, SA, and high voltage primary equipment
- Experience in dealing with Power/Grid Utility company, IPP owner and EPC, familiar with bidding process
- Results-driven with the ability to consistently achieve sales targets
- Knowledge of import/export logistics, and basic commercial terms
- Understanding of power generation / grid business and related engineering concepts
- Strong communication skills with the ability to explain complex information clearly
- Proficient in MS Office, especially Excel and PowerPoint
- Willingness to travel overseas as required
- Proficient in English 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**