



PR/119556 | Sales Staff

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1598952

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 10:47

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

- Identify and approach new end-user customers, with a primary focus on the ESB area
- Main sales focus on new business development (70%) and existing customers (30%)
- Manage and promote key product lines including fluorine resin fabric, porous materials, and industrial taping products
- Build and maintain relationships with clients in the automotive and electronic components industries
- Proactively reach out to potential customers through cold calling and client visits
- Present product information and provide solutions tailored to customer needs
- Coordinate closely with customer teams such as R&D and Procurement
- Collaborate with internal sales colleagues and Japanese management to achieve sales goals

Qualifications

- Bachelor's degree in any related field
- At least 3 years of experience in B2B sales, preferably in manufacturing or trading companies
- Own a car with minimum 2nd class insurance (insurance document required)
- Strong interest in sales, customer engagement, and new business growth
- Good understanding of, or existing network within, manufacturing companies in the ESB area
- Experience in or exposure to Automotive, Electronic Components, or Chemical industries is preferred
- Background in similar products (e.g. industrial taping or related materials) is an advantage
- Prior experience working with or in a Japanese company is a plus
- Intermediate English proficiency for internal communication and meetings

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Company Description