



PR/119627 | B2B Sales (Metal Refinery)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1598973

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 10:48

General Requirements

Minimum Experience Level

Over 3 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

Position: B2B Sales (Metal Refinery)

Salary: 50,000 – 80,000THB +/- (Negotiable)

Location: Samutprakarn

Our client is a specialized manufacturer in metal refining processes, serving key industries with advanced solutions. Their primary client base focuses on jewelry manufacturing, supporting high-quality precious metal processing and recovery.

Key Responsibilities

- Develop and maintain relationships with B2B clients, especially in the jewelry manufacturing sector.
- Identify new business opportunities and expand market presence.

- Present and promote metal refining solutions to prospective clients.
- Manage the full sales cycle from lead generation to closing.
- Work closely with technical teams to tailor solutions based on client needs.
- Monitor industry trends and competitor activities.
- Achieve sales targets and contribute to company growth.

Qualifications

- Bachelor's degree in Business Administration, Engineering, or related fields.
- Over 5 years' experience in B2B sales (industrial / manufacturing / metals preferred).
- Knowledge or experience in metal refining, precious metals, or jewelry industry is a strong advantage.
- Strong communication, negotiation, and presentation skills.
- Ability to build and maintain long-term client relationships.
- Good command of English.
- Own car Can drive.

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