



PR/119929 | Sales & Marketing Specialist (B2B Industrial)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1600029

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 7th, 2026 07:00

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

Sales & Marketing Specialist (B2B Industrial)

Salary: open to discussion

Working Hours: Mon–Sat / 08:30–17:00 (Onsite)

Location: Sathorn, Bangkok

We are looking for a dynamic **Sales & Marketing Specialist** to drive growth in the industrial business sector. This role focuses on developing new clients, managing key accounts, and expanding market presence in B2B industries.

Key Responsibilities

- Manage and grow sales within assigned accounts and target industries
- Develop new business opportunities and expand the customer base

- Build and maintain strong relationships with key clients
- Analyze market trends and competitor activities to identify growth opportunities
- Present solutions and support customers in selecting suitable products
- Prepare quotations, negotiate commercial terms, and close sales deals
- Coordinate with overseas partners regarding product availability and pricing
- Monitor sales performance, pipeline, and prepare regular sales reports
- Support marketing initiatives such as events, exhibitions, and promotional campaigns
- Identify new markets and business opportunities to drive company growth

Qualifications

- Bachelor's degree or higher in a related field
- 2–5 years of experience in B2B sales, account management, or business development
- Experience working with industrial or manufacturing clients is an advantage
- Familiarity with technical or industrial products (e.g., materials, components, or specialty products) is a plus
- Strong command of English (spoken and written)
- Experience working with international partners or suppliers is preferred
- Strong negotiation, presentation, and client relationship management skills

Benefits:

- Bonus
- Incentive & Commission
- Health Insurance & Social Security
- Car allowance with fleet card
- Laptop & mobile phone
- Provident fund
- Paid leave

Interested applicants, please click **APPLY NOW**. Only shortlisted candidates will be contacted due to the high volume of applications.

#LI-JACTH

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Company Description