



## PR/118704 | Sales Manager (Industrial Processing Solutions)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1600431

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 30th, 2026 17:03

### General Requirements

**Minimum Experience Level**

Over 10 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:**

- Drive sales growth and achieve targets through strategic planning and execution
- Manage and grow relationships with key clients, especially multinational and large-scale industrial players
- Lead end-to-end sales processes for capital investment projects, from initial engagement to closing
- Engage with customers to understand processing requirements and propose integrated system solutions
- Expand market penetration in areas such as food and beverage processing systems, brewery production lines, integrated packaging lines, etc.
- Work closely with internal technical, engineering, and service teams to deliver customized solutions
- Develop account strategies for high-value customers and long-term business partnerships

- Contribute to go-to-market strategies and support new product or solution introductions

**Qualification:**

- Degree in Engineering (Mechanical, Chemical, Food Process, Electrical, or related fields)
- 10+ years of experience in B2B sales, ideally within food & beverage processing or industrial packaging/processing lines
- Strong understanding of end-to-end processing systems, including production lines, equipment integration, or turnkey project solutions
- Proven track record in managing complex, high-value projects and achieving sales targets
- Willingness to travel upcountry and oversea
- Fluent in Thai & English
- Proactive, commercially driven, capable of working independently, strong stakeholder management, presentation, and negotiation skills

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Company Description