



PR/119964 | Retail Sales Executive

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1600902

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 03:00

General Requirements

Minimum Experience Level

Over 1 year

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

Role Overview

Support sales performance within department store channels by providing product knowledge to customers and in-store staff, and supporting project teams during site visits. The role aims to improve product understanding and drive sell-out performance.

Key Responsibilities

- Conduct regular visits to assigned department store branches
- Provide product information and consultation to customers
- Support and coach in-store staff on product knowledge and selling confidence
- Build strong relationships with store teams and key stakeholders

- Accompany project teams during site visits
- Provide product guidance in project environments
- Assist in presenting suitable insulation solutions to customers
- Support store teams in handling complex customer requirements
- Ensure product displays and POS materials are properly maintained
- Collect customer feedback, insights, and potential leads
- Monitor market trends, competitor activities, and customer behavior
- Support in-store promotional activities and events

Qualifications

- Good personality with strong communication and interpersonal skills
- Basic knowledge of construction materials, home improvement products, or technical products
- Ability to travel upcountry to visit stores and project sites (company car provided)
- Strong sense of responsibility and ability to work independently
- Experience in sales or construction-related fields is an advantage

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Company Description