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JAC Recruitment Thailand

PR/120029 | Sales Executive

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1602449

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 14th, 2026 10:42

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities

- Promote and sell Japanese-made industrial valves to customers across Thailand.
- Develop new business opportunities (70%) while maintaining and growing existing accounts (30%).
- Visit customers regularly, including chemical plants, food manufacturers, and water treatment facilities.
- Prepare quotations, proposals, and technical sales presentations tailored to customer needs.
- Manage and strengthen relationships with distributors to drive business growth.
- Participate in exhibitions, industry events, and product promotion activities.
- Collaborate with plant construction and project management companies on sales opportunities.
- Achieve sales targets and contribute to the company's expansion strategy in Thailand.

Qualifications

- Bachelor's degree (Engineering background is an advantage).
- At least 3 years of B2B sales experience, preferably in manufacturing, industrial products, sales engineering, or QA/QC environments.
- Possess a valid driver's license and own vehicle.
- Good command of Microsoft Word and Excel.
- Intermediate English communication skills or above for internal coordination.

- Strong sales mindset, customer-focused attitude, and ability to work independently.
- Excellent communication, relationship-building, and teamwork skills.
- Highly motivated to achieve sales targets and drive business growth.

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Company Description