



PR/120112 | Project Sales Executive – Building Solutions

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1604890

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 28th, 2026 10:41

General Requirements

Minimum Experience Level

Over 3 years

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

- Identify and develop new business opportunities within the construction, property development, and building solutions sectors.
- Build and maintain strong relationships with developers, contractors, consultants, distributors, and key project stakeholders.
- Manage the full sales cycle, including prospecting, proposal preparation, quotation submission, negotiation, and closing.
- Conduct client meetings, site visits, and solution presentations to understand project requirements and propose suitable solutions.
- Coordinate with internal teams to prepare competitive commercial and technical proposals for project bidding opportunities.
- Achieve assigned sales and revenue targets while maintaining an active project pipeline and accurate sales forecasts.

- Monitor market trends, customer needs, and competitor activities to identify new opportunities and drive business growth.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, Engineering, Architecture, Construction Management, or a related field.
- Minimum 3-5 years of experience in project sales, business development, or B2B sales within the construction, building materials, building systems, or related industries.
- Proven track record of achieving sales targets and developing new business opportunities.
- Experience working with distributors, agents, contractors, developers, consultants, architects, or end-users.
- Knowledge of the construction and property development market in Thailand is highly preferred.
- Excellent communication, presentation, negotiation, and relationship management skills.
- Ability to work independently, manage multiple projects, and prioritize tasks effectively.
- Good command of English and Thai, both written and spoken.
- Have own car with valid driving license and willingness to travel for client visits and project meetings.

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