



PR/120113 | Project Sales Executive – Building Solutions (Phuket & Southern Thailand)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1604891

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 03:00

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

Position: Project Sales Executive – Building Solutions (Phuket & Southern Thailand)

Salary: up to 50,000 THB/month with Performance-based Commission

Working Hours: Mon–Fri / Hybrid

Location: Phuket, Thailand

A leading provider of building systems and engineering solutions is seeking an experienced **Project Sales Executive** to drive business growth and develop new project opportunities across Phuket and Southern Thailand.

Key Responsibilities

- Identify, develop, and pursue new business opportunities within the assigned territory.
- Build and maintain strong relationships with customers, business partners, and key stakeholders.

- Manage the sales process from lead generation to project award and contract closure.
- Understand customer requirements and provide suitable commercial and technical solutions.
- Prepare and deliver proposals, quotations, presentations, and other sales-related documents.
- Conduct customer visits, project meetings, and business development activities on a regular basis.
- Coordinate with internal teams to ensure smooth project execution and customer satisfaction. Participate in tender processes and support project negotiations when required.
- Monitor market trends, competitor activities, and emerging business opportunities.
- Maintain accurate sales records, forecasts, and pipeline updates through CRM and reporting tools.
- Achieve assigned sales targets and contribute to overall business growth objectives.

Qualifications

- Bachelor's degree in Engineering, Business Administration, Marketing, or a related field.
- Experience in project sales, technical sales, or business development within construction, building systems, engineering solutions, HVAC, elevators & escalators, or related industries.
- Strong communication, presentation, and negotiation skills.
- Ability to build and maintain long-term business relationships.
- Self-motivated, proactive, and results-oriented. Own vehicle and valid driving license preferred.
- Willingness to travel extensively across Phuket and Southern Thailand.

Benefits:

- Competitive salary package
- Performance-based commission scheme
- Transportation allowance and travel support
- Group health insurance
- Social Security
- Provident Fund
- SIM card support and laptop support
- Professional training and career development opportunities
- Opportunity to work within a leading international organization

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