

PR/120114 | Sales Engineer

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1604892

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 17:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Key Responsibilities
• Manage sales activities for gas detector systems, including fixed systems, portable systems, and standard gas products.
• Visit industrial customers to understand requirements and prepare quotations.
• Develop new business opportunities and maintain relationships with existing customers.
• Achieve assigned sales revenue targets while supporting overall business growth.
• Conduct on-site calibration services together with the engineering team.
• Replace sensors, inspect signal systems, and perform basic troubleshooting.
• Prepare calibration reports and related documentation in accordance with required standards.
• Coordinate with suppliers and logistics teams regarding imported products and equipment.
• Provide product training and technical consultation to customers.
• Support after-sales service activities and respond to customer inquiries.

Qualifications
• Bachelor’s degree in engineering (Electrical, Electronics, Instrumentation, Chemical Engineering, or related fields).
• 1-3 years of experience in industrial sales; experience with measuring instruments or gas detectors is preferred.
• Open to Site Engineers or Calibration Engineers who are interested in transitioning into a sales role.
• Basic knowledge of electrical systems, measuring instruments, calibration, analog signals, and relay NO/NC contacts.

• Strong negotiation, presentation, and problem-solving skills.
• Valid driver's license.
• Willingness to travel and stay overnight for business trips when required.
• Intermediate English proficiency.

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