



JAC Recruitment

タイの求人なら
JAC Recruitment Thailand

PR/120124 | SERVICE MANAGER - Automation Machinery

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1604899

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 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position Overview:

Responsible for developing and growing the after-sales service business for automation and packaging machinery in the Pharmaceutical and Food & Beverage industries.

Key Responsibilities:

- Develop and maintain strong relationships with customers to ensure long-term satisfaction and business growth.
- Identify and drive service sales opportunities, including spare parts, upgrades, retrofit projects, inspections, and maintenance agreements.
- Act as the main commercial contact for after-sales service activities and customer inquiries.
- Coordinate service projects with customers, service engineers, headquarters, and internal departments.
- Prepare quotations, negotiate commercial terms, and convert opportunities into orders.

- Monitor project progress and ensure timely execution of service activities.
- Work closely with technical teams to address customer requirements and service issues.
- Gather customer feedback and implement actions to improve service quality and customer experience.
- Prepare and present service business reports, pipeline updates, and KPI performance to management.
- Support the implementation of service strategies to increase customer retention and recurring service revenue.

Qualifications

- Bachelor's degree in Mechanical Engineering, Mechatronics, Electrical Engineering, Industrial Engineering, or related field.
- Minimum 5 years of experience in after-sales service, project management, or customer account management.
- Experience in industrial automation, packaging machinery, food processing, pharmaceutical, or manufacturing industries.
- Strong customer relationship management and stakeholder management skills.
- Basic project management skills and ability to manage multiple projects simultaneously.
- Ability to understand technical concepts and communicate effectively with engineering teams and customers.
- Strong communication, negotiation, and presentation skills in both Thai and English.
- Self-motivated, proactive, and able to work independently as well as collaboratively across functions.
- Willingness to travel domestically and internationally when required.

#LI-JACTH

#citybangkok

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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

Company Description