



JAC Recruitment

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JAC Recruitment Thailand

PR/120151 | PROJECT SALES EXECUTIVE (Chinese Speaking)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1605635

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 03:00

General Requirements

Minimum Experience Level

Over 3 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

About the Role

We are looking for a dynamic and results-oriented Sales Executive (Chinese Speaking) to drive business growth and expand our customer base. The successful candidate will be responsible for identifying new business opportunities, developing strong client relationships, and achieving sales targets, with a particular focus on the Chinese-speaking market.

This role is ideal for a sales professional with strong communication and negotiation skills, a passion for business development, and an established network within the Chinese business community.

Key Responsibilities

- Identify, develop, and generate new business opportunities to achieve sales targets.
- Build and maintain strong relationships with existing and prospective clients.
- Actively engage with Chinese-speaking customers, partners, and stakeholders.

- Conduct sales presentations, business meetings, and commercial negotiations.
- Understand customer requirements and provide tailored product or service solutions.
- Manage the end-to-end sales cycle, from lead generation through contract closure.
- Collaborate with internal teams to ensure excellent customer experience and service delivery.
- Monitor market trends, competitor activities, and business opportunities.
- Prepare sales forecasts, reports, and pipeline updates for management.
- Represent the company at networking events, exhibitions, trade shows, and industry activities.

Requirements

- Bachelor's Degree in Business Administration, Marketing, International Business, or a related field.
- Minimum 5 years of experience in Sales, Business Development, Account Management, or a related commercial role.
- Fluent in Chinese (Mandarin), Thai, and English, both spoken and written.
- Proven track record of achieving and exceeding sales targets.
- Strong negotiation, presentation, and relationship management skills.
- Excellent communication and interpersonal abilities.
- Self-motivated, proactive, and able to work independently.
- Strong network and business connections within the Chinese market.

#LI-JACTH

#citybangkok

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

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Company Description