



PR/120208 | Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1607759

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 06:00

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

Location: Bkk

The Company is Group's business as a leading supplier/distributor of stainless steel, alloy steel, carbon steel pipes, fittings, flanges and valves serving Oil & Gas, Petrochemical, Refining, Power Generation, Nuclear and Renewable Energy sectors, an Outdoor Sales role should focus on business development, technical sales, and customer relationship management.

Key Responsibilities

- Identify and develop new customers within target industries.
- Maintain and strengthen relationships with existing customers.
- Conduct regular customer visits, presentations, and site meetings.
- Generate inquiries, quotations, and sales orders.
- Negotiate commercial terms and close sales opportunities.

- Achieve monthly, quarterly, and annual sales targets.
- Understand customer projects, procurement cycles, and technical requirements.
- Build long-term partnerships with EPC contractors, end users, fabricators, and distributors.

Technical & Commercial Support

- Promote The Company's portfolio of Stainless steel pipes, Carbon steel pipes, Alloy steel pipes, Fittings, Flanges, Valves
- Interpret technical specifications, project requirements, and material standards.
- Coordinate with internal quotation, procurement, warehouse, and logistics teams.
- Support customers with product selection and delivery requirements.

Qualifications

- Bachelor's Degree in Engineering, Business Administration, Marketing, or related field.
- 5+ years of B2B industrial sales experience.
- Experience in steel, piping materials, valves, Oil & Gas, petrochemical, or industrial products preferred.
- Strong knowledge of industrial project sales processes.
- Ability to read technical specifications and engineering documents.
- Proficiency in Microsoft Office and CRM systems.
- Valid driving license and willingness to travel

Interested applicants, please click **APPLY NOW**. Only shortlisted candidates will be contacted due to the high volume of applications.

Thank you for your understanding.

#LI-JACTH

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Company Description