



JAC Recruitment

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JAC Recruitment Thailand

PR/120253 | Sales (Officer / Assistant Manager)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1609400

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 11:08

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

Job Summary

Responsible for driving sales growth, promoting products to architects, consultants, and construction companies, and managing the sales process from product specification and order handling to invoicing and payment collection. Assistant Sales Manager level will also be responsible for sales planning, strategy development, team management, and HQ reporting.

Key Responsibilities

- Develop and maintain relationships with architects, consultants, contractors, and customers.
- Promote products and secure project specifications.
- Negotiate price agreements and manage sales activities.
- Handle order entry, invoicing, payment collection, and sales documentation.
- Identify new business opportunities and expand market presence.
- Support sales planning, budgeting, and strategy implementation.

- Prepare sales reports and presentations.
- Supervise sales team members and report to SANWA Japan HQ (Assistant Sales Manager level).

Qualifications

- Bachelor's degree in Business, Marketing, Engineering, Architecture, Construction Management, or related fields.
- 3-10 years of sales experience in building materials or construction-related industries.
- Experience in exterior building materials and facade-related products is preferred:
 - Steel Doors & Rolling Shutters
 - Aluminum Windows
 - Window & Door Components
 - Glass Products
 - Paint / Coating Products
- Experience working with Japanese construction companies is highly preferred.
- Strong communication, negotiation, and relationship management skills.
- Proficient in Microsoft Excel, Word, and PowerPoint.
- English proficiency at Intermediate level or above.
- Own car and valid driver's license.
- Self-motivated, enthusiastic, and responsible.

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