



JAC Recruitment

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JAC Recruitment Thailand

PR/120265 | Sales Officer

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1609408

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

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- Focus on **70% new business development** and **30% existing customer management**.
- Meet prospective clients on a daily basis, together with the MD and sales team, to identify business opportunities and understand customer needs.
- Prepare and present proposals tailored to each customer's requirements.
- Apply critical thinking and creativity to develop solutions and business proposals for potential customers.
- Maintain regular sales activities and customer engagement to support business growth targets.

Qualifications

- Minimum **5 years of B2B sales experience**, including both new business development and existing customer management.
- Candidates with experience as a **Sales Coordinator, Sales Engineer, or Interpreter** who are interested in moving

into a sales role are also welcome to apply.

- Experience in planning and executing sales strategies to achieve business objectives.
- Strong critical thinking skills with the ability to create and present effective sales proposals and solutions.
- Proactive, self-motivated, and comfortable taking initiative in client-facing situations.
- Positive attitude toward challenges and able to logically explain ideas, contributions, and value-added solutions to customers.
- Strong communication, presentation, and relationship-building skills.

Preferred Qualifications

- English and/or Japanese communication skills.
- Experience in B2B sales and proposal preparation.
- Experience in the plastic injection molding industry or related manufacturing businesses would be a strong advantage.

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