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Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1609899

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 10:43

General Requirements

Minimum Experience Level

Over 1 year

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

About the Role

We are looking for a motivated and results-oriented Sales Executive (Chinese Speaking) to join our team. The successful candidate will be responsible for engaging with prospective clients and providing tailored solutions.

Key Responsibilities

- Follow up on inbound and outbound leads to generate sales opportunities and close deals.
- Meet and consult with potential clients to understand their objectives.
- Present and explain company services effectively.
- Build and maintain strong relationships with clients throughout the sales process.
- Prepare proposals, quotations, and service presentations.

- Negotiate contracts and successfully close sales opportunities.
- Handle client concerns, objections, and inquiries professionally.
- Maintain accurate sales records and prepare regular sales reports and forecasts.
- Participate in exhibitions, networking events, seminars, and conferences to generate new business opportunities.
- Gather customer feedback and market intelligence to support business growth.
- Stay updated on immigration, residency, and global mobility market trends.

Qualifications

- Bachelor's degree in Business Administration, Marketing, International Business, or a related field.
- Proven experience in Sales, Business Development, Services, or a related field.
- Fluent in Mandarin Chinese, English, and Thai (both spoken and written).
- Experience working with Chinese clients or high-net-worth individuals is highly preferred.
- Strong presentation, communication, and negotiation skills.
- Self-motivated, target-driven, and capable of working independently.
- Passion for sales and delivering exceptional customer service.
- Proficiency in Microsoft Office and CRM systems.

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