



タイの求人なら
JAC Recruitment Thailand

PR/120287 | Sales Executive / Sales Coordinator (Chemical, BTS Area)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1609905

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 10:43

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 Description:

- Develop and maintain strong relationships with customers in assigned industries (Industrial/B2B sectors).
- Conduct customer visits to understand technical and commercial requirements.
- Prepare quotations and negotiate pricing and commercial terms.
- Achieve sales revenue, gross profits, and business development targets.
- Monitor customer demand, forecasts, and purchasing plans.
- Handle documentation related to import/export transactions when required.
- Update market trends, competitor activities, and industry developments.

- Coordinate internally and externally to monitor product availability, inventory, and shipment status, ensuring smooth order processing and on-time delivery.
- Other related-tasks as assigned.

Qualification:

- Degree in Chemistry, Chemical Engineering, Industrial Chemistry, or related fields.
- 2-5 years of experience in Chemical Sales, Specialty Chemical Sales, B2B Industrial Sales, or Trading Business (import-export).
- Knowledge of chemical products and industrial markets.
- Good command of Thai & English.
- Strong communication, negotiation, and relationship-building skills.
- Ability to travel for customer visits (company car with driver provided).

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