



PR/120292 | Assistant Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1609909

Industry

Other (Manufacturing)

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

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client specializes in Automation Manufacturing and Solution business

Position: Assistant Sales Manager (Factory Automation)

Salary: 45,000 - 60,000 THB (negotiable)

Location: Bangkok (near BTS) and client site as required

Key Responsibilities of the position:

- Lead, coach and support Sales Engineers to achieve team sales targets.
- Develop and execute sales strategies to drive revenue growth and expand market opportunities.
- Manage assigned projects and key customer accounts from proposal stage through project handover.

- Build strong relationships with customers, partners and stakeholders.
- Prepare and review proposals, quotations, presentations and commercial offers.
- Coordinate with Engineering, Software, Installation, Procurement and other departments to deliver customer solutions.
- Monitor sales pipelines, forecasts and project progress while providing regular management updates.
- Participate in customer meetings, site visits, exhibitions and industry events.

Qualifications required:

- Bachelor's degree in any field.
- ** Experience in industrial automation, ASRS, warehouse automation, logistics solutions, or material handling systems.
- ** Knowledge of technical sales, project costing, contract review, or CAD/layout drawings is an advantage.
- At least **4 years of sales experience**, preferably in B2B, industrial products, machinery, automation, logistics, warehouse automation, or material handling industries.
- Experience leading or supervising a sales team.
- Strong skills in sales, negotiation, presentation, customer management, and proposal preparation.
- Proven ability to manage multiple projects and meet sales targets.
- Good communication skills in both **Thai and English**.
- Strong leadership, planning, and problem-solving abilities.

Benefits:

- Car & Gasoline Allowance
- Position Allowance
- Housing Allowance
- Transportation Allowance (based on the actual distance from home to the office)
- Provident Fund
- Medical Insurance
- Bonus (average 2-4 months)
- Other benefits as per company policy

Working Hours: Mon - Fri (8.30 a.m. - 5.30 p.m.)

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