



PR/120316 | Sales Engineer

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1609922

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

Basic

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Title Sales Engineer

Direct Report Sales & Marketing Manager / Vice President

Responsibilities:

- Maintain and develop Sales & Marketing systems.
- Sales and support the customers.
- Create customer satisfaction.
- Others as assigned.

Main Duties and Responsibilities

1. Maintain & Develop Sales & Marketing systems
 - Maintain and develop all documents in the Sales Dept.
 - Create the Sales & Marketing process flow.
 - Achieve sales target.

- Marketing survey.
- Expand market share and increase customer base to achieve sales target.
- Systematic sales record, customer requirement, quotations and others sales document.

2. Sales and support the customers

- Be fully aware of all processes being promoted by the company and keep current with the technical issue.
- Provided technical support to the Manager and all concern.
- Understand in price setting, PLN, quotation to ensure achieve as sale target.
- Provide pre-sales preparation, meet customers and make presentations to develop new clients and after sales service.
- Provide feedback from suppliers and clients and follow up all concern to responsiveness.
- Management of all technical sales issues.
- Work with Sales managers and executives to sell products and services.
- Manage part receiving and delivery on time to customers.
- Be a coordinator between customer vs company for all issues and when QC/Production engineer got some trouble, quit or not able to work as normal.

3. Create Customer Satisfaction

- Identify all technical issues of assigned account, follow up and service to assure complete customer satisfaction.
- On-site service to customers with new information to fulfill customer satisfaction.
- Collection and analyst issue list, negotiation with customers.
- Conduct customers' needs analysis to gain understanding in customer problems.
- Work with, develop positive relationships with, communicate with, and coordinate activities with other sections such as Production and others.
- Customer satisfaction surveys at least once a year to ensure all our customers are satisfied with our services.

4. Others assigned

- Perform other jobs that may be assigned by the Sales & Marketing Manager or upper level.

Work Experience:

- Minimum 2 years' selling' experience or technical support role preferably in automation, heat treatment industry.
- Able to travel throughout sales territory.
- Able to convey customer requirement to Sale & Marketing Manager.
- Working experience in Japanese firm will be an advantage
- Must drive a car with driving license.
- Excellent professional presentation skill, service mind.

Preferable Requirement:

- Good knowledge in ISO 9001 / ISO/TS 16949
- Education Background in Metallurgy.
- Ability to speak Japanese language is a plus.
- Experience in technical sales, sales engineer is a plus.
- Ability to travel with short notice.

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Company Description