



PR/120318 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1609924

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 15th, 2026 07:00

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

Sales Manager

Company: International company in motion control solutions

Salary: 55,000 – 70,000 THB

About the Role

We are seeking an experienced and highly motivated **Sales Manager** to drive business growth and market expansion in Thailand for a leading provider of **high-precision electric drive systems and motion control solutions**, including DC motors, servo motors, gearheads, motor controllers, and integrated drive systems.

Key Responsibilities

- Identify, develop, and secure new business opportunities within target industries and applications.
- Build relationships with OEMs, machine builders, system integrators, end users, and strategic accounts.

- Drive market penetration through customer acquisition, project development, and application-based selling.
- Develop and execute local product and market strategies, including positioning, target industries, pricing recommendations, and go-to-market initiatives.
- Partner with distributors to drive sales growth, identifying and developing new customers, applications, key projects and strengthen market presence.
- Deliver product presentations, technical discussions, and application consultations to customers and partners.
- Act as the key interface between customers, distributors, and regional teams for technical, commercial, and operational matters.

Qualifications

- Bachelor's Degree in Engineering, Electrical Engineering, Electronics Engineering, Mechatronics, Industrial Engineering, Business Administration, or a related discipline.
- Minimum 5 years of experience in business development, technical sales, account management, or sales engineering within industrial technology sectors.
- Proven experience selling or supporting:
 - AC/DC motors
 - Servo motors and drive systems
 - Motion control solutions
 - Industrial automation products
 - Electronic or electromechanical components
- Strong track record in new customer acquisition and market development.
- Proficient in both Thai and English.

Interested candidate, please send your resume in English (Word format only) along with your recent photo and expected salary to us by E-mail

JAC Personnel Recruitment Ltd

10F Emporium Tower 622 Sukhumvit Soi 24 Klongton, Klongtoey, Bangkok 10110
Contact : K. Napaphach

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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

Company Description