



## PR/120320 | Regional Sales Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1609925

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

September 1st, 2026 10:43

### General Requirements

**Minimum Experience Level**

Over 10 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

We are seeking an experienced and results-driven Regional Sales Manager to lead business growth across Southeast Asia. The successful candidate will be responsible for developing regional sales strategies, managing key customer relationships, identifying new business opportunities, and driving revenue growth across multiple countries within the region.

#### Key Responsibilities

- Develop and execute regional sales strategies to achieve business objectives and revenue targets.
- Manage and expand relationships with key accounts, distributors, and business partners across Southeast Asia.
- Identify new market opportunities and drive business development initiatives.
- Monitor market trends, competitor activities, and customer requirements.
- Negotiate commercial agreements and support contract management.
- Collaborate closely with cross-functional teams including Marketing, Supply Chain, Technical Service, and Product

#### Management.

- Prepare sales forecasts, budgets, and performance reports.
- Lead customer engagement activities and represent the company at industry events and trade exhibitions.
- Ensure achievement of sales KPIs and profitability targets.

#### Qualifications

- Bachelor's Degree in Business Administration, Marketing, Engineering, Chemistry, or related field.
- Minimum 8-10 years of B2B sales experience, preferably in industrial, chemical, manufacturing, or related sectors.
- Proven track record of managing regional accounts and achieving sales growth.
- Strong commercial acumen and negotiation skills.
- Experience working across multiple Southeast Asian markets.
- Excellent communication and stakeholder management skills.
- Fluent in English; additional Asian language skills are advantageous.
- Willingness to travel frequently within the region.

**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