

PR/120407 | Sales Manager - Industrial Machinery & Equipment

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1612793

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 15:00

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

Key Responsibilities

- Drive sales growth and achieve annual revenue and profitability targets.
- Identify, develop, and convert new business opportunities across targeted markets and industry sectors.
- Build and maintain strong relationships with key decision-makers, including senior management, operations, engineering, and procurement stakeholders.
- Develop strategic account plans and manage the sales pipeline from prospecting through project completion.
- Understand customer requirements and deliver tailored technical and commercial solutions in collaboration with internal teams.
- Lead customer meetings, presentations, negotiations, proposal submissions, and contract discussions.
- Monitor market trends, competitor activities, and emerging opportunities to support business growth and strategic

planning.

- Maintain accurate sales forecasts, CRM records, and regular performance reporting to management.

Qualifications

- Bachelor's degree in Engineering, Business Administration, Marketing, or a related field.
- Minimum 5-10 years of successful B2B sales experience.
- Proven experience in capital equipment, industrial machinery, automation systems, engineering solutions, or related sectors.
- Demonstrated track record of achieving sales targets and securing large-value projects.
- Good communication skill in English

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Company Description