

PR/120366 | Sales Executive (Japanese Speaking) - Samutprakarn

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1614243

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 15:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
Business Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Business Type: High-performance metal material, Electronics components, Automotive-related material and components, etc.
Work Location: Bang Phli/Bang Sao Thong, Samutprakarn

[Japanese skill is required, JLPT N1 or N2]

Job Description:

- Develop, expand, and maintain strong relationships with customers in assigned industries (Industrial/B2B sectors in Electronics and Automotive).
- Conduct customer visits to understand technical and commercial requirements.
- Prepare quotations and negotiate pricing and commercial terms.
- Achieve sales revenue, gross profits, and business development targets.

- Monitor customer demand, forecasts, and purchasing plans.
- Update market trends, competitor activities, and industry developments.
- Coordinate internally and externally to monitor product availability, inventory, and shipment status, ensuring smooth order processing and on-time delivery.
- Other related-tasks as assigned.

Qualification:

- Degree in Engineering, Business Administration, or any related field.
- 5 years of experience in B2B Industrial Sales, or Trading Business (import-export).
- Knowledge of technical products and industrial markets.
- Good command of Thai, English, and Japanese (N1, N2)
- Strong communication, negotiation, and relationship-building skills.
- Ability to travel for customer visits (own car is preferred)

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