



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

September 22nd, 2026 10:42

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

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)

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Company Description