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JAC Recruitment Thailand

PR/120310 | Electrical Sales

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1614479

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 10:16

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

Position: Electrical Sales
Salary: THB 35,000 – 45,000

Location: Bangkok

Our client is a Japanese company specializing in solar energy and renewable energy solutions. As the business continues to expand in Thailand, the company is looking for a Sales Engineer with experience in technical sales, project sales, or industrial solutions to join its team and develop new business opportunities.

Responsibilities:

- Identify and develop new business opportunities for Solar Rooftop and renewable energy solutions.
- Approach potential customers, particularly factories, industrial companies, and commercial businesses.
- Conduct customer visits and site surveys to understand technical requirements and energy consumption.

- Present solar energy solutions, including potential electricity cost savings and investment benefits.
- Coordinate with engineering teams to develop suitable technical solutions and project proposals.
- Prepare quotations, commercial proposals, and project-related documentation.
- Present energy-saving calculations, investment returns, and payback periods to customers.
- Negotiate commercial terms and follow up with customers to close sales opportunities.
- Manage customer relationships and maintain a strong sales pipeline.
- Coordinate with internal teams and external partners throughout project development and implementation.
- Prepare sales reports, forecasts, and business development updates for management.

Qualifications:

- Bachelor's Degree in Electrical Engineering, Mechanical Engineering, Energy Engineering, or a related field is preferred.
- Experience in B2B sales to factories, industrial customers, or commercial businesses is highly preferred.
- Knowledge of electrical systems, energy-saving solutions, or project-based engineering products will be an advantage.
- Experience in customer visits, site surveys, quotations, and technical proposals.
- Strong communication, presentation, negotiation, and customer relationship management skills.
- Good command of English for communication with management and international teams.
- Must have a valid driving license and own car.
- Willing to travel for customer visits and site surveys.

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