


# PR/120509 | Sales Executive - Industrial Products

## Job Information

**Recruiter**
JAC Recruitment Thailand

**Job ID**
1614512

**Industry**
Other (Manufacturing)

**Job Type**
Permanent Full-time

**Location**
Thailand

**Salary**
Negotiable, based on experience

**Refreshed**
October 27th, 2026 12:00

## 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

**Sales Executive - Industrial Products**

**Salary:** Up to 45,000 THB/month + Attractive Benefits
**Working Hours:** Mon-Fri, 09:00-18:00 (Field-based)
**Location:** Bang Na, Bangkok

We are currently partnering with a leading international organization specializing in industrial products and manufacturing solutions. Due to business expansion, they are looking for a motivated and results-driven Sales Executive to join their growing team.

**Key Responsibilities**

- Manage and develop existing customer accounts while identifying opportunities to increase sales and business growth.
- Develop new B2B customers and expand market presence within the manufacturing sector.
- Build strong relationships with key stakeholders, including purchasing, engineering, maintenance, production, and management teams.
- Understand customer requirements and propose suitable products and solutions.
- Prepare quotations, negotiate commercial terms, and coordinate with internal teams to ensure customer satisfaction.
- Maintain sales activities, customer information, and opportunity pipelines in CRM systems.
- Achieve sales targets and business objectives.

**Qualifications**

- Bachelor's degree in any field.
- Minimum 3 years of B2B sales experience.
- Experience selling to manufacturing customers or handling industrial, technical, engineering, machinery, automation, components, MRO products, or related solutions is an advantage.
- Strong communication, presentation, negotiation, and relationship-building skills.
- Proactive, customer-focused, and results-oriented mindset.
- Comfortable working with sales targets and performance KPIs.
- Good command of Thai and workable English.
- Possess a valid driving license and own vehicle.
- Able to travel regularly to customer sites.

**Benefits**

- Company Bonus
- Travel allowance
- Fuel allowance
- Vehicle maintenance support
- Provident Fund
- Group insurance
- Additional company benefits

This is an excellent opportunity for sales professionals who enjoy building customer relationships, developing new business opportunities, and working closely with manufacturing and industrial clients within a stable international business environment.

If you are interested, click **APPLY NOW**. Please note that only shortlisted candidates will be contacted due to the high number of applicants.

#LI-JACTH
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Company Description