



PR/120397 | Account Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1616068

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

October 6th, 2026 10:32

General Requirements

Minimum Experience Level

Over 6 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

Job Summary

We are looking for a proactive and customer-focused Sales & Marketing Manager and develop key accounts. The ideal candidate will build strong customer relationships, understand customer needs, coordinate internally, and drive sustainable sales growth.

Responsibilities

Account Management & Customer Relationship

- Conduct customer visits and prepare visit reports.
- Serve as the primary contact person for all assigned customers for matters related to MBJ's business.
- Build and maintain strong MBJ–Customer relationships.
- Understand customer requirements and coordinate with relevant MBJ departments.

Sales Development & Strategy

- Prepare sales strategies for all responsible accounts.
- Initiate and develop new sales opportunities with new accounts.
- Secure MBJ's sales volume, profitability, and long-term business growth.
- Maintain and expand business with existing accounts.

Reporting & Forecasting

- Prepare monthly sales forecasts and 3-month rolling forecasts.
- Prepare monthly Sales Activity Reports.

Teamwork & Collaboration

- Participate in department activities and support cross-functional tasks.

Qualifications

- Bachelor's Degree in Business Administration, Marketing, Engineering, or related field.
- 8-10 years of experience in sales, account management and Marketing activities
- Strong communication and interpersonal skills.
- Proactive, responsible, and customer-oriented mindset.
- Ability to work independently and manage multiple accounts.

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Company Description