



PR/120546 | PROJECT SALES EXECUTIVE - Japanese Speaking

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1616085

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

October 6th, 2026 10:32

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Purpose

Responsible for developing and growing sales opportunities with Japanese customers and business partners in Thailand, with a focus on building material solutions for industrial, commercial, infrastructure, and other construction projects. The role will manage both existing and new accounts, develop project opportunities, provide product and technical solutions, and coordinate with internal and external stakeholders to achieve sales targets and sustainable business growth.

Key Responsibilities

1. Develop and execute sales plans aligned with business strategies to achieve sales targets.
2. Develop strong relationships with Main Contractors, Design & Build Contractors, Applicators, Distributors, and business partners.
3. Promote wall and roof insulated panel solutions for industrial, commercial, infrastructure, and residential projects.
4. Drive sales growth from existing customers and actively develop new business opportunities.

5. Identify potential projects and maintain an accurate sales and project pipeline.
6. Prepare customized proposals, presentations, technical information, and product solutions for customers.
7. Coordinate with internal teams and business partners to support projects from initial development through successful handover.
8. Monitor market trends, competitors, pricing, and customer requirements to identify new business opportunities.
9. Prepare monthly sales reports, forecasts, and project updates, including follow-up on overdue accounts.
10. Represent the company at customer meetings, trade events, industry forums, and networking activities to strengthen market presence.

Qualifications

1. Bachelor's degree in Business, Architecture, Civil Engineering, or a related field.
2. Strong experience in B2B sales, project sales, or business development, preferably within building materials or construction-related products.
3. Proven experience working with Main Contractors, Design & Build Contractors, Applicators, Distributors, or business partners.
4. Knowledge of wall and roof insulated panels or related building materials would be an advantage.
5. Strong consultative, solution-selling, and value-selling skills.
6. Ability to understand technical product information and communicate solutions clearly to customers.
7. Ability to understand construction drawings and technical documentation would be an advantage.
8. Experience working in a multinational company environment is preferred.
9. Proactive, result-oriented, customer-focused, and able to work effectively under pressure and as part of a team.
10. Good command of English; experience handling Japanese customers would be highly preferred.

#LI-JACTH

#citybangkok

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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

Company Description