

PR/120370 | Sales Engineer

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1619297

Industry
Automobile and Parts

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:22

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

Key Responsibilities
- Drive sales of industrial automation and drive electronics solutions, focusing on frequency inverters, servo systems, and mechatronic products.
- Develop new business opportunities with OEMs, machine builders, system integrators, and industrial end-users.
- Analyze customer applications and recommend suitable drive, inverter, and automation solutions.
- Provide consultative sales support by understanding customer processes, technical requirements, and operational challenges.
- Promote integrated automation solutions involving drives, motors, controllers, and engineering software.
- Coordinate with Application Engineers and internal teams to deliver complete technical solutions.
- Build strong relationships with engineering, maintenance, production, and management teams at customer sites.
- Manage sales opportunities, quotations, forecasts, CRM updates, and achieve annual sales targets.

Qualifications
- Bachelor’s degree in Electrical, Electronics, Mechatronics, Automation/Control Engineering, or a related field.
- 2–5 years of B2B technical sales experience in automation, drive electronics, frequency inverters, servo systems, motion control, or related industries.
- Strong understanding of VFD/VSDs, AC motors, motor control, PLC interfaces, and industrial automation applications.

- Experience in solution-based sales with the ability to identify customer needs and recommend appropriate technical solutions.
- Able to work with industrial end-users, OEMs, machine builders, and system integrators.
- Strong communication, presentation, and negotiation skills in both Thai and English.
- Independent, proactive, and able to collaborate effectively with technical and service teams.

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