

PR/120630 | Sales Channel Partner Manager (Safety Products)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1619305

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:22

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

We are looking for a Sales Channel Partner Manager to sell safety products to manufacturing clients through distributors. The role focuses on working closely with distributors, finding new business and growing sales.

Job Responsibilities

Work with Distributors

- Build and maintain good relationships with distributors
- Support distributors to meet sales targets
- Help train and guide distributor sales teams
- Find and add new distributors if needed

Sales & Business Development

- Look for new customers and business opportunities
- Work with distributors to close deals
- Grow sales and expand market reach

Customer Support

- Understand customer needs and how they make decisions
- Help handle customer issues (orders, delivery, pricing, service)
- Support smooth sales process

Product Support

- Arrange product demos and presentations
- Support distributors with product knowledge
- Work with technical team when needed

Market Feedback

- Keep track of market trends and competitors
- Share updates with internal teams and distributors
- Keep CRM information updated

Pricing

- Guide distributors on pricing and discounts
- Ensure deals are profitable

Teamwork

- Work closely with internal teams (sales, marketing, technical)
- Support marketing activities

Requirements

- Bachelor’s degree in business, Engineering or a related field.
- More than 5 years of experience in sales or managing distributors (industrial products preferred)
- Understanding of distributor/channel sales
- Excellent communication, negotiation and presentation skills.
- Self-motivated with a results-driven approach.
- Proficiency in MS Office and CRM software.

- English language proficiency required

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

#LI-JACTH

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Company Description