JAC Recruitment

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JAC Recruitment Thailand

PR/120646 | SALES ENGINEER - Industrial Automation Solutions

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1619316

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 14:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

POSITION: SALES ENGINEER - Industrial Automation Solutions

PRODUCT: Industrial Automation Solutions

LOCATION: Bangkok

SALARY: 40,000 – 50,000 THB

Job Summary

Responsible for developing new business and growing sales of industrial automation and motion control solutions for manufacturing customers, OEMs, machine builders, and system integrators. The role focuses on understanding customer applications, providing technical consultation, and delivering suitable solutions that improve productivity, efficiency, and operational performance.

Key Responsibilities

- Develop and expand sales opportunities with new and existing industrial customers.
- Identify customer needs and recommend appropriate automation, motion control, and industrial equipment solutions.
- Build strong relationships with engineering, maintenance, production, purchasing, and management stakeholders.
- Conduct customer visits, technical presentations, and product demonstrations.
- Prepare quotations, proposals, and commercial offers.
- Manage the sales cycle from prospecting and opportunity development through order closing.
- Work closely with internal engineering and technical support teams to develop customer solutions.
- Monitor market trends, customer requirements, and competitor activities.
- Maintain sales pipeline, forecasts, and customer records in CRM systems.
- Achieve assigned sales targets and contribute to overall business growth.

Qualifications

- Bachelor's degree in Electrical Engineering, Electronics Engineering, Mechatronics, Automation Engineering, or related field.
- At least 2-5 years of experience in technical sales, sales engineering, or industrial automation.
- Knowledge of industrial automation, motor control, motion control, control systems, or related industrial technologies.
- Experience working with manufacturing customers, OEMs, machine builders, or system integrators.
- Strong problem-solving and analytical skills with the ability to understand customer applications.
- Proven ability to develop business opportunities and manage customer relationships.
- Strong communication, presentation, and negotiation skills.
- Ability to work independently while collaborating effectively with cross-functional teams.
- Good command of English and Thai, both written and spoken.
- Willingness to travel regularly for customer visits and business development activities.

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#citybangkok

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Company Description