

PR/120663 | Sales Engineer

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1619324

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 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

Responsibilities:

- Develop and maintain relationships with existing customers while identifying new business opportunities.
- Promote and sell industrial machinery, automation equipment, and engineering solutions to customers.
- Understand customer requirements and propose suitable technical solutions.
- Prepare quotations, proposals, and commercial documents.
- Coordinate with engineering, service, and overseas teams to ensure customer satisfaction.
- Conduct product presentations and technical discussions with customers.
- Follow up on sales projects from initial inquiry through order closure and after-sales support.

- Monitor market trends, competitor activities, and industry developments.
- Achieve sales targets and contribute to business growth.
- Prepare regular sales reports and forecasts for management.

Requirements:

- Bachelor's Degree in Engineering (Mechanical, Electrical, Mechatronics, Industrial Engineering, or related field).
- At least 2-5 years of experience in Sales Engineer, Technical Sales, or B2B industrial sales.
- Experience selling industrial machinery, automation systems, manufacturing equipment, or technical products is preferred.
- Strong communication, negotiation, and presentation skills.
- Ability to understand technical drawings and specifications.
- Good command of English.
- Possess a valid driving license and own vehicle.
- Willingness to travel domestically and overseas when required.

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.

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Company Description