



PR/120666 | Japanese Speaking Sales engineer

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1619327

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

Position: Japanese Speaking Sales Engineer

Salary: THB 45,000 - 55,000

Location: New Phetchaburi Road

Our client is a leading Japanese manufacturer of coil winding machines and factory automation systems. The company provides advanced production equipment and customized automation solutions for customers in the automotive, electronics, industrial, and consumer goods sectors worldwide.

Working Conditions

- Working hours: Monday–Friday, 8:30 AM–5:30 PM

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.

Qualifications:

- 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

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Company Description