

PR/120669 | Sales Executive – Food Machinery & Packaging Solutions

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1619329

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
Business Level

Minimum Japanese Level
Basic Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Sales Executive – Food Machinery & Packaging Solutions

Salary: up to 45,000 THB
Location: Bangkok (Near MRT)
Working Hours: Mon–Fri, 09:00–17:30 (Outside work 100%)

About the Role

A leading international industrial solutions provider is seeking a proactive and results-driven Sales Executive to expand its Food Industry business in Thailand.

This role focuses on developing new business opportunities and building long-term relationships with food manufacturers and food processing companies. The successful candidate will be responsible for selling packaging machinery and food industry equipment while identifying new market opportunities.

This position is ideal for a sales professional who enjoys customer visits, networking, and opening new accounts.

Job Responsibilities:

- Develop and acquire new customers within the Food Manufacturing industry.
- Promote and sell packaging machinery and industrial equipment.
- Identify potential business opportunities and generate sales leads.
- Conduct market research and business development activities.
- Visit customers regularly and build strong business relationships.
- Understand customer requirements and propose suitable solutions.
- Coordinate with suppliers and internal teams throughout the sales process.
- Prepare quotations, proposals, and sales-related documents.
- Participate in exhibitions, trade shows, and industry networking events.
- Manage the entire sales cycle from prospecting to closing.

Qualifications:

- Bachelor’s degree in any field.
- Experience in B2B Sales, Technical Sales, Sales Engineering, Business Development, or related fields.
- Experience selling machinery, industrial equipment, packaging machinery, food processing equipment, automation systems, or related products.
- Experience in the Food Manufacturing, Food Processing, Packaging, or Manufacturing industry is an advantage.
- Production Engineers or candidates with a technical background who are interested in transitioning into sales are also welcome.
- Strong business development and customer acquisition skills.
- Comfortable with frequent customer visits and field sales activities.
- Good presentation, negotiation, and relationship-building skills.
- Proactive, self-motivated, and results-oriented.
- **Must own a car.**
- Intermediate level of English or above for reporting and communication with international colleagues.
- **Preferred Product Experience:** Packaging Machinery, Filling Machines, Inspection Equipment, Checkweighers, Metal Detectors, Factory Equipment, or other Industrial Machinery.

Benefits:

- Bonus
- Car Allowance

- Phone Allowance
- Gasoline
- Paid Vacation
- Health Insurance
- Provident Fund
- Company Trip
- Annual Party
- Annual Medical Check-up

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

#LI-JACTH
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Company Description