

PR/120518 | Sales

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621179

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:58

General Requirements

Minimum Experience Level
Over 3 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

The Sales role combines relationship management, technical solution development, and new business generation within the industrial machinery and automation sector. The position offers an opportunity to work closely with customers and cross-functional teams, managing sales projects from the initial enquiry through order closure and after-sales support.

Responsibilities

- Develop and maintain relationships with existing customers while identifying new business opportunities
- Promote and sell industrial machinery, automation equipment, and engineering solutions
- Understand customer requirements and propose suitable technical solutions
- Prepare quotations, proposals, and other commercial documentation
- 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 the initial enquiry 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 Mechanical Engineering, Electrical Engineering, Mechatronics, Industrial Engineering, or a related field
- 2–5 years of experience in sales engineering, technical sales, or B2B industrial sales
- Experience selling industrial machinery, automation systems, manufacturing equipment, or other technical products is preferred
- Strong communication, negotiation, and presentation skills
- Ability to understand technical drawings and specifications
- Good command of English
- Valid driving licence and access to a personal vehicle
- Willingness to travel domestically and internationally when required

About the company
A Japan-based company in the solar energy industry providing comprehensive technical solutions. Its services cover multiple stages of solar power projects, including consultation, system design, procurement, construction, operation, and maintenance.

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Company Description