

PR/120600 | Sales Executive

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621189

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 09:00

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

Sales ExecutiveAbout the Role
We are seeking a highly motivated Sales Executive to drive new business development and customer acquisition within the B2B market. In this role, you will engage with prospective clients, understand their business challenges, and propose suitable solutions that help improve efficiency and support digital transformation initiatives.

You will be responsible for managing the full sales cycle, from identifying opportunities and conducting client meetings to closing deals and building long-term customer relationships. This position requires strong communication, consultative selling, and stakeholder management skills.

This is an exciting opportunity for individuals who enjoy creating new business opportunities, influencing decision-making processes, and contributing directly to business growth in a dynamic and fast-paced environment.

Key Responsibilities

- Identify and pursue new business opportunities within target industries and markets.
- Conduct client meetings, presentations, and solution demonstrations.

- Understand customer requirements and provide consultative recommendations.
- Build and maintain strong relationships with key stakeholders and decision-makers.
- Manage the end-to-end sales process from prospecting to contract closure.
- Collaborate with internal teams to ensure successful implementation and customer satisfaction.
- Drive revenue growth by achieving and exceeding sales targets.
- Contribute ideas and initiatives to strengthen market presence and business expansion.

Required Qualifications

- Minimum 5 years of experience in B2B solution sales, business development, or consultative sales.
- Proven track record of acquiring new clients and achieving sales targets.
- Experience selling ERP systems, accounting systems, enterprise solutions, or SaaS products.
- Experience with payment, billing, invoicing, or financial-related solutions is highly preferred.
- Strong business development and relationship management skills.
- Experience working with corporate clients and senior decision-makers.
- Excellent communication, presentation, negotiation, and influencing skills.
- Ability to understand business processes and propose appropriate solutions.

Preferred Qualifications

- Experience in IT, software, technology, or SaaS industries.
- Project management or account management experience.
- Experience driving digital transformation or business process improvement initiatives.
- Experience working with multinational or Japanese corporate clients is an advantage.

Personal Attributes

- Strong entrepreneurial mindset with a passion for business growth.
- Self-motivated, proactive, and results-oriented.
- Excellent networking and relationship-building abilities.
- Customer-focused with high standards of professionalism and integrity.
- Ability to work effectively in a collaborative and multicultural environment.
- Adaptable and comfortable working in a fast-paced, evolving business environment.
- Strong problem-solving, consulting, and presentation skills.
- Eager to take ownership and contribute to the success of the organization.

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