

PR/120684 | Solution Sales

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621203

Industry
Other

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
Negotiable, based on experience

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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 Solution Sales role plays a key part in introducing AI visual inspection and factory automation solutions to manufacturing customers in Thailand. The position combines consultative sales, technical coordination, and business development, offering an opportunity to address manufacturing challenges while helping establish and expand the company’s local operation.

Responsibilities

- Identify and understand customer needs and manufacturing challenges
- Propose suitable AI visual inspection and factory automation solutions
- Conduct customer presentations, product demonstrations, and sample evaluations
- Prepare proposals, quotations, and other sales-related documentation
- Manage sales opportunities and follow up on project progress
- Collaborate with engineers in Japan to develop technical solutions and assess project feasibility

- Support customers during equipment installation and production line start-up
- Provide post-installation follow-up and ongoing customer support
- Participate in exhibitions, trade shows, and seminars to generate new business opportunities
- Conduct market research and competitor analysis
- Coordinate with local partners and distributors
- Develop customer and partner networks throughout Thailand
- Contribute to the establishment and expansion of the company’s operation in Thailand

Requirements

- Experience in B2B sales, account management, or another customer-facing role
- Strong interest in manufacturing, AI technologies, factory automation, or Industry 4.0
- Willingness to travel domestically and internationally as required
- Self-motivated, with a proactive and independent working style

About the company

A Japan-based company providing AI-powered inspection and digital transformation solutions for the manufacturing sector. The company combines advanced AI technology with practical manufacturing expertise to support inspection automation and help address operational challenges.

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Company Description