


# PR/120692 | Sales Manager (Steel & Construction)

## Job Information

**Recruiter**
JAC Recruitment Thailand

**Job ID**
1621209

**Industry**
Civil Engineering and Construction

**Job Type**
Permanent Full-time

**Location**
Thailand

**Salary**
Negotiable, based on experience

**Refreshed**
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## General Requirements

**Minimum Experience Level**
Over 6 years

**Career Level**
Mid Career

**Minimum English Level**
Daily Conversation Level

**Minimum Japanese Level**
None

**Minimum Education Level**
Associate Degree/Diploma

**Visa Status**
No permission to work in Japan required

## Job Description

**Business Type:** Steel, Construction and building materials, Project-based sales
**Location:** Bangkok
**Working Hours:** Monday-Friday + (Half) Saturday

**Job Descriptions:**

- Develop and execute sales strategies to achieve business growth and revenue targets.
- Lead and manage the sales team to ensure overall team performance and target achievement.
- Drive "project-based sales" activities and identify new business opportunities within the construction and steel industry.
- Build and maintain strong relationships with contractors, developers, consultants, project owners, and other key stakeholders.

- Manage the full sales cycle, from opportunity identification to project award and contract closure.
- Monitor market trends, customer requirements, and competitor activities to identify potential growth opportunities.
  Prepare sales forecasts, pipeline reports, and business development plans.
- Support product specification activities during project design and tender stages.
- Provide coaching, guidance, and performance management to sales team members.
- Collaborate with internal departments to ensure smooth project execution and customer satisfaction.
- Participate in client meetings, site visits, and industry networking activities as required.

**Qualifications:**

- Bachelor's degree in Business, Engineering, Marketing, or a related field.
- Minimum 5-10 years of sales experience in steel, construction and building materials, or related industries.
- Previous experience leading or managing a sales team will be a plus.
- Strong understanding of "project sales and construction industry dynamics".
- Proven track record in business development and customer relationship management.
- Excellent negotiation, communication, and presentation skills.
  Strong analytical and problem-solving abilities with can-do attitude.
- Proficient in Microsoft Office applications.
- Ability to travel for customer visits and project-related activities.
- Possess a valid driver's license and own personal vehicle.

**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