

PR/120718 | Sales Manager

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621231

Industry
Retail

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
None

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Key Responsibilities
• Lead and manage a team of 3 sales members while maintaining hands-on sales activities.
• Manage and strengthen relationships with 4 existing distributors across Thailand.
• Expand dealer and distributor networks, particularly in the Northeastern (Isan) region.
• Visit distributors and end users regularly to identify business opportunities and increase market coverage.
• Conduct distributor visits in Bangkok approximately 1-2 times per week.
• Travel extensively throughout Thailand, including business trips ranging from 2 nights to 1 week.
• Analyze market trends, competitor activities, and customer requirements.
• Work closely with management to support long-term business growth and channel expansion strategies.

Qualifications
• Proven sales experience in small agricultural machinery, agricultural equipment, brush cutters, outdoor power equipment, or related products.
• Strong network within the agricultural machinery industry.
• Experience expanding sales channels in provincial markets.
• Experience managing distributors, dealers, or sales channels.
• Team leadership experience at Supervisor, Assistant Manager, Manager, or above level.

• Strong business development and relationship management skills.
• Willingness and ability to travel frequently across Thailand.
• Bachelor's degree or higher.

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