


# PR/120750 | Sales Executive

## Job Information

**Recruiter**
JAC Recruitment Thailand

**Job ID**
1621755

**Industry**
Other (Trade)

**Job Type**
Permanent Full-time

**Location**
Thailand

**Salary**
Negotiable, based on experience

**Refreshed**
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## General Requirements

**Minimum Experience Level**
Over 3 years

**Career Level**
Mid Career

**Minimum English Level**
Basic Level

**Minimum Japanese Level**
None

**Minimum Education Level**
Associate Degree/Diploma

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

## Job Description

**Salary:** 20,000 - 30,000

Position : Sales Executive

Industry: Trading (Chemical, Plastic, Nonwoven Fabric, Industrial Materials)

Location : MRT Silom BTS Saladaeng

Working hours : Mon to Fri 9:00-17:00

Key Responsibilities

- Manage and strengthen relationships with existing customers while developing new business opportunities (approximately 50% existing accounts and 50% new business development).

- Promote and sell a wide range of industrial products, including plastic resins, chemicals, nonwoven fabrics, automotive interior materials, agricultural materials, drainage pipes, and other industrial-related products.
- Identify and develop new customers through existing prospect lists, market research, referrals, and business networking.
- Conduct customer visits, product presentations, proposals, and commercial negotiations.
- Understand customer requirements and recommend suitable products and solutions.
- Coordinate closely with suppliers, customers, and internal teams to ensure smooth project execution and customer satisfaction.
- Follow up on quotations, orders, inquiries, product specifications, and customer requests.
- Monitor market trends, customer needs, and competitor activities to identify new business opportunities.
- Support sourcing activities and work with local and overseas suppliers to develop suitable product offerings.
- Conduct business development activities across industries such as automotive, home appliances, agriculture, construction, and general manufacturing.
- Prepare sales reports, forecasts, and business updates for management.

Qualifications & Requirements

- Bachelor's Degree
- Minimum 3 years of sales experience
- Experience in B2B Sales, Consultative Sales, Solution-Based Sales
- Good communication and negotiation skills
- Positive attitude and willingness to learn
- Strong teamwork and interpersonal skills
- Valid driving license
- Basic English communication skills (email correspondence)

Benefits

- Bonus: Approximately 3 months/year (June & December)
- Provident Fund: 5% company contribution
- Group Health Insurance
- Mobile Phone Allowance
- Gasoline Reimbursement (Actual Expenses)
- Car Allowance: 6,000 THB/month (when using own vehicle)
- Company Polo Shirts
- Annual Company Trip
- Annual Leave according to Thai Labor Law

**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