

PR/120759 | Sales Representative

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1623415

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 17th, 2026 10:32

General Requirements

Minimum Experience Level
Over 3 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

Required experience & skill

- Minimum 5 years of B2B sales experience
- Experience selling products or services to manufacturing companies
- Proven track record in both account management and business development

Preferred experience & skill

- Experience handling customers in the compressor industry
- Experience with automotive air-conditioner components or related products
- Knowledge of metal stamping, press parts, or press dies/mold-related products is a strong advantage
- Experience working with automotive or industrial manufacturing customers is highly preferred

Responsible for managing existing customer accounts while actively developing new business opportunities.
The successful candidate will work closely with a Japanese Sales Manager and support the growth of the company's business in Thailand.

- Handle inquiries, quotations, and follow-up activities for existing customers
- Develop new customers and create business opportunities in the manufacturing sector
- Build and maintain strong relationships with customers
- Coordinate with production, quality, and engineering teams regarding customer requirements
- Conduct customer visits, negotiations, and project follow-ups
- Monitor market trends and identify potential business opportunities
- Prepare sales reports and customer-related documentation

Sales Ratio
Existing Customer Management: 50%
New Business Development: 50%

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Company Description