

PR/120831 | Sales Engineer

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1623951

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:22

General Requirements

Minimum Experience Level
Over 1 year

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

We are looking for a Sales Engineer with experience in CAD/CAM solutions to join our growing team. This role is responsible for managing the full sales cycle, building strong customer relationships, and driving revenue growth through solution-based selling. The ideal candidate will have a technical background and the ability to communicate complex engineering software solutions to customers across various industries.

Key Responsibilities

- Manage the entire sales cycle, from prospecting and lead generation to negotiation and closing.
- Achieve quarterly sales targets and contribute to overall business growth.
- Maintain an accurate sales pipeline and provide reliable sales forecasts.
- Understand customer business requirements and propose suitable CAD/CAM solutions.
- Conduct product demonstrations and presentations for prospective customers.
- Develop and execute account strategies to maximize business opportunities.

- Manage and nurture relationships with enterprise-level customers and key stakeholders.
- Handle multiple sales opportunities simultaneously while maintaining strong attention to detail.
- Collaborate with internal teams to ensure smooth sales execution and customer satisfaction.
- Drive customer retention and build long-term partnerships.

Qualifications

- Bachelor's degree in engineering, Information Technology, or a related field.
- Minimum 3 years of experience in technical sales, preferably in CAD, CAM, CAE, PDM, or related engineering software.
- Proven experience selling hardware, software, or engineering technology solutions.
- Experience managing high-value sales opportunities and working with enterprise customers.
- At least 2 years of B2B sales and/or channel sales experience with a track record of achieving sales targets.
- Strong presentation, negotiation, and communication skills.
- Ability to manage multiple priorities and work effectively under pressure.
- Positive, proactive, and customer-focused mindset.
- Good command of spoken and written English.
- Experience in technology or software solution sales will be an advantage.

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