



## PR/117316 | Sales Engineer

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメント タイランド

#### 求人ID

1543987

#### 業種

その他（メーカー）

#### 雇用形態

正社員

#### 勤務地

タイ

#### 給与

経験考慮の上、応相談

#### 更新日

2025年06月10日 10:43

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### Sales/ Senior Sales Engineer (Thailand. Rayong)

This individual will be the specialist in identifying various business opportunities and generating profitable sales for the Factory Automation and Logistic Automation business, through effective account/ development strategies. Directly and/or through different channels to ensure a long-term business partnership and achievement of the desired corporate sales goals.

#### Roles & Responsibilities:

- In-depth coverage and understanding of assigned accounts directly and/or with channels to identify customer needs and develop opportunities to orders.
- Develop and execute effective sales activities (products/solution, opportunities follow up) for the industry to achieve sales growth objectives assigned.
- Provide updates on sales funnel, forecasts and account status/activity as required.
- Collaborate cross functionally to review & analyze competition, product, and/or market needs to increase win probability and market share.
- Support in the development and implementation of marketing plans and activities as needed.
- Ensure all assigned accounts issues are resolved in a timely and escalate as needed.
- Comply with company policy on sales processes and use of sales tools.

- Proactive usage of Customer Relationship Management (CRM) system to maintain account details for funnel management and effective collaboration.
- Maintain sound technical/application knowledge of products relevant to industry assigned to develop trust and confidence of customer base.
- Collaborate with Corporate Industry Management team to align strategy and initiatives for assigned industry and accounts.

Job Requirements:

- At least a Diploma/Degree in Electrical/Control/Instrument Engineering or any related fields.
- At least 3 years of relevant experience within a sales environment in Industrial Automation; Intralogistics, Electronics, etc.

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会社説明