



PR/117412 | SMT Machinery Sales Manager

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

1544001

業種

小売

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 10:44

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

Position: Sales Manager (Surface Mount Technology)

Salary: 70,000 – 80,000THB +/- (Negotiable)

Location: Buengkum ,Bangkok

Our client is one of the region's leading total solution providers of Equipment and Passive Components serving the electronics and semiconductor industries.

Position:

Responsibilities:

- Consistently achieve or exceed assigned sales targets for new and existing client portfolios.
- Manage and grow sales within the existing customer base through proactive engagement and relationship building.

- Identify, prospect, and establish a robust new customer base through various sales channels.
- Continuously research and identify potential new products for representation or distribution, aligning with market demand and company strategy.
- Proactively identify, develop, and explore new business opportunities with all customers to ensure continuous revenue growth.
- Develop, execute, and manage comprehensive marketing plans and activities to support aggressive sales growth initiatives.
- Undertake overseas business trips a few times per year, with flexible arrangements for direct travel back home.

Qualifications:

- Bachelor's degree in Electrical Engineering, Electronics Engineering, Mechanical Engineering, Industrial Engineering, or a related technical field. A Master's degree or relevant business qualification is a plus.
- Minimum of 7-10 years of progressive sales experience within the Surface Mount Technology (SMT) or Semiconductor manufacturing industry.
- SMT machinery (e.g., pick-and-place machines, screen printers, reflow ovens, AOI/SPI systems, material handling solutions).
- Strong understanding of SMT processes, PCBA assembly, and related manufacturing workflows.
- Demonstrated ability to lead, mentor, and motivate a high-performing sales team to achieve individual and collective targets.

会社説明