



## 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

1549226

#### 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07月08日 17:09

### 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.

**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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会社説明