



PR/117621 | Sales (Working at Chonburi area as WFH)

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

1549483

業種

化学・素材

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09月02日 17:00

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

Job Summary:

We are seeking a passionate and driven B2B Sales Executive to join our client company. This role focuses on developing new end-user clients and conducting market research, particularly in the ESB area. The ideal candidate will have strong sales experience, preferably in the automotive or electronic components industry, and be comfortable with hard sales and business development activities.

Key Responsibilities:

- Develop new business opportunities (New: Existing = 90:10)
- Conduct cold calls using a provided client list to secure appointments
- Present and explain company products to potential clients
- Build and maintain relationships with R&D and procurement departments
- Conduct market research to identify trends and opportunities

- Collaborate with internal teams and attend client meetings in English

Required Skills & Experience:

- Proven experience in B2B or hard sales (any industry acceptable)
- Sales experience in the same or related industry (e.g., tapping, automotive, electronic components)
- Existing connections in the automotive or electronic components industry is a strong plus
- Experience working in a Japanese company is preferred
- Must own a car and be willing to travel for client visits
- Strong passion for sales and business development
- Confident, proactive, and not hesitant to approach new clients
- English: Intermediate level (for internal communication and client meetings)

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