



タイの求人なら
JAC Recruitment Thailand

PR/117694 | Sales

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

1552405

業種

銀行・信託銀行・信用金庫

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22日 10:10

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

Salary: 40,000 – 80,000THB +/- (Negotiable)

Location: Udomsuk, Bangkok

Our client is big brand of elevator manufacturer moving walkways, and vertical parking equipment.

Responsibilities:

- Conduct comprehensive market research to identify new selling possibilities and thoroughly evaluate customer needs.
- Actively seek out and generate new sales opportunities through various channels, including cold calling, professional networking, and social media.
- Cultivate and maintain strong, long-term relationships with potential clients and key account customers, actively listening to their wishes and concerns.
- Prepare compelling data and insightful information about customers to enhance project winning potential.
- Prepare accurate product price estimations, detailed specifications, and professional quotations for customers.

- Prepare and deliver engaging presentations on our products and services.
- Negotiate and close deals effectively, handling any complaints or objections professionally.
- Collaborate smoothly with internal teams to ensure seamless handling of incoming and existing customers across all technical and commercial terms.
- Prepare and action all necessary after-sales documentation, including invoices and contract signing.
- Create frequent reviews and detailed reports on sales performance and financial data.
- Gather feedback from customers or prospects and effectively share it with internal teams for continuous improvement.
- Collaborate effectively with team members to achieve collective sales goals and foster better results.
- Participate on behalf of the company in relevant industry exhibitions or conferences.

Qualifications:

- 3-5 years of proven experience in sales negotiations within the Real Estate or Construction industry.
- Prior sales experience with building-related M&E equipment is highly preferred (e.g., Elevators & Escalators, HVAC, Air Conditioning, General M&E).
- Strong communication, negotiation, and presentation skills.
- A proactive, self-motivated, and results-oriented approach.
- Ability to prepare compelling proposals and manage client relationships effectively.

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