



PR/117759 | Industrial Sales Manager (Government Accounts)

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

1553335

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07月29日 10:47

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

Our client is a safety product distributor.

They are seeking a dynamic and experienced Government Sales Manager to lead their sales efforts for industrial products within the public sector. This role involves managing relationships with government agencies, identifying sales opportunities, and driving revenue growth through strategic sales initiatives.

Job Responsibilities

- Develop and execute sales strategies targeting government agencies and public sector clients.
- Identify and pursue new business opportunities in industrial product sales.
- Manage the full sales cycle from lead generation to closing deals.
- Build and maintain strong relationships with key decision-makers in government organizations.
- Prepare and submit proposals, quotations, and tender documents.

- Collaborate with internal teams (marketing, product, logistics) to ensure client satisfaction.
- Monitor market trends and competitor activities to adjust strategies accordingly.
- Achieve sales targets and report on performance metrics regularly.

Requirements

- Bachelor's degree in Business, Engineering or a related field.
- Proven experience (5+ years) in B2G (Business-to-Government) sales, preferably in industrial products.
- Strong understanding of government procurement processes and tendering.
- Excellent communication, negotiation and presentation skills.
- Ability to build long-term relationships with government clients.
- Self-motivated with a results-driven approach.
- Proficiency in MS Office and CRM software.
- English language proficiency required

If you are interested, click **APPLY NOW**. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

#LI-JACTH

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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

会社説明