



PR/117851 | 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

1554678

業種

土木

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08月26日 04:00

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

Key Responsibilities

- Identify and approach potential clients such as real estate developers, Japanese corporations, and hospitality operators.
- Conduct market research and networking to generate leads.
- Expand the client base across Thailand and ASEAN.
- Build and maintain strong relationships with key decision-makers.
- Collaborate with internal design teams to deliver tailored proposals.
- Foster repeat business through consistent follow-ups.
- Develop and implement sales strategies aligned with brand values.
- Prepare proposals and presentations in coordination with marketing and design teams.
- Track KPIs and report progress to management.
- Monitor industry trends, regulations, and competitors.
- Provide feedback for service and product improvements.
- Submit regular reports to HQ and management.
- Represent the company at industry events and meetings.
- Communicate the quality and professionalism of a Japanese firm.

Qualifications

- Bachelor's degree in architecture, engineering, business, marketing, or related field.
- Minimum 5 years of experience in sales or business development within architecture/design/construction.
- Familiarity with Japanese business culture and etiquette.
- Strong interpersonal, negotiation, and presentation skills.
- Native Thai speaker with business-level English with optional

conversational Japanese (JLPT N2/N3 or equivalent).

- Knowledge of architectural design services for commercial/industrial or mixed-use projects.
- Understanding of Thailand's real estate and construction markets.
- Leadership experience with potential to build and manage a sales team.
- Client-focused with strong communication and problem-solving skills.
- Collaborative and proactive with a passion for innovation.
- Curious about industry trends and eager to grow professionally.

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会社説明