

タイの求人なら JAC Recruitment Thailand

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10月21日 05:00

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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.

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