



タイの求人なら
JAC Recruitment Thailand

PR/118239 | Japanese Client Sales Specialist

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

1561559

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10月14日 11:00

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

Responsibilities:

- Formulate and implement strategic sales plans to achieve business objectives.
- Carry out lubricant sales activities within the designated sales territory in Thailand.
- Conduct customer visits, averaging approximately three clients per day.
- Identify and cultivate new business opportunities and customer relationships.
- Prepare quotations, product introduction materials, value analysis (VA) proposals, and technical presentations tailored to customer needs.
- Develop sales forecasts, coordinate order processing, manage production adjustments, and oversee contract execution.
- Monitor accounts receivable and manage slow-moving inventory effectively.
- Successfully pass the ILAP Basic examination within 1 year of employment, and the Advanced examination within 3 years.

Qualifications:

- Proficiency in Japanese and English at a business level.
- Fundamental knowledge of lubricants.
- Familiarity with industrial oils and mechanical systems.
- Proven experience in engaging with Japanese clients and senior executives, with a focus on relationship building.
- Ability to prepare and deliver after-service reports professionally.
- Capability to coordinate effectively with global affiliates.
- Strong skills in proposal development, negotiation, and communication.
- Solid understanding of marketing principles.
- Knowledge of manufacturing processes and mechanical structures, particularly within the automotive and HVAC industries.

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