



PR/119073 | 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

1578099

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

2026年03月30日 01:00

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

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.
- After joining the company, the employee must pass the ILAP Basic level within one year and the Advanced level within three 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.

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