



PR/119236 | Area 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

1582442

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04月14日 12:01

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

日常会話レベル

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

- Achieve sales targets in heavy machines and rental units within the assigned area.
- Identify new market opportunities and develop a pipeline of prospects across logistics, warehousing, manufacturing, and distribution sectors.
- Conduct regular customer visits to understand business needs and propose suitable equipment and service solutions.
- Prepare and deliver product presentations, quotations, and commercial proposals.
- Drive rental business growth (short-term & long-term) through proactive customer engagement.
- Manage and develop strong relationships with key accounts, distributors, and fleet customers.
- Ensure timely follow-up on leads, quotations, and contract negotiations.

- Monitor customer satisfaction and coordinate with service and operations teams for issue resolution.
- Support customers on fleet optimization, maintenance planning, and product selection.
- Collect and analyze market intelligence on competitors, pricing trends, and customer needs in the Thailand market.
- Prepare weekly/monthly sales reports, forecasts, and business reviews.
- Contribute insights to pricing strategies, inventory planning, and marketing activities.
- Work closely with service, parts, operations, finance, and marketing teams to ensure smooth execution of sales orders and customer projects.
- Participate in product training, trade shows, customer events, and marketing campaigns.

Qualifications

- Minimum 3-5 years of sales experience in forklifts, material handling equipment, industrial machinery, or related fields in Thailand.
- Strong understanding of forklift products, after-sales services, spare parts, and rental business models.
- Bachelor's degree in Business, Engineering, Logistics, or related field preferred.
- Proven ability to achieve sales targets and manage B2B customer relationships.
- Good negotiation, presentation, and communication skills.
- Self-driven, results-oriented, with strong analytical and planning skills.
- Possession of a valid driver's license; willing to travel within assigned territory.

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会社説明