



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05月26日 05:00

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

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.

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