



## PR/119257 | Sales Engineer (Food Processing & Packaging Solutions)

### 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

1584422

#### 業種

その他（メーカー）

#### 雇用形態

正社員

#### 勤務地

シンガポール

#### 給与

経験考慮の上、応相談

#### 更新日

2026年07月07日 02:00

### 応募必要条件

#### 職務経験

6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

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

#### Job Description:

- Proactively expand the market base by identifying and acquiring new customers/partners in food processing & packing solutions sectors.
- Conduct sales activities including prospecting, cold outreach, and regular customer visits to open new business opportunities.
- Manage the full sales cycle — from lead generation, qualification, solution presentation, to closing deals.
- Understand customers' operational processes and provide technical guidance to recommend suitable solutions.
- Coordinate with internal technical/engineering teams to deliver accurate and effective proposals.
- Monitor industry trends and competitor activities to identify new business growth opportunities.
- Maintain updated pipelines, visit reports, and sales forecasts.
- Build and maintain strong business relationships with key stakeholders and decision-makers.

#### Qualification:

- Bachelor's degree in Engineering (Mechanical, Electrical, Industrial, Food Engineering, or related).

- 5-10 years of experience in B2B industrial sales, technical sales, or solution-based selling.
- Strong “hunter” mindset — proactive, self-driven, and comfortable with new market development.
- Demonstrated ability to open new accounts (not solely relying on existing customers).
- Ability to understand technical concepts and communicate them clearly to customers.
- Good communication and presentation capabilities, with confidence to approach new customers.
- Energetic, flexible, self-motivated, and able to work independently toward sales targets.
- English proficiency (technical reading & communication).

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会社説明