



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03月31日 10:36

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).

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