



PR/119462 | Sales Engineer (Grid, Power Transmission)

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

1598930

業種

小売

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06月26日 10:47

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

Type of Business: Energy Solutions (Power Generation, Transmission & Distribution, Grid Systems)

Job Description:

- Develop new business opportunities while maintaining and growing existing accounts in targeted industries (e.g. Electric Utilities, EPC)
- Manage the full sales cycle from pre-bidding, bidding, to converting opportunities into purchase orders
Coordinate closely with factories and vendors to develop solutions that meet customer requirements and revenue targets
- Build and maintain strong relationships with existing customers and business partners to generate additional business
- Provide technical sales support during RFQ interviews, requirements discussions, and technical meetings until deal closure

- Interpret electrical drawings, specifications, and applicable codes/standards to develop optimized solutions
Prepare sales reports, forecasts, and updates on issues, progress, and opportunities
- Review sales channel performance and adapt strategies to improve results
Perform other duties as assigned by management

Qualification:

- Bachelor's degree in Electrical Engineering, or related fields.
- 5+ years in grid related business especially on power transformer, GIS, TLA, SA, and high voltage primary equipment
- Experience in dealing with Power/Grid Utility company, IPP owner and EPC, familiar with bidding process
- Results-driven with the ability to consistently achieve sales targets
- Knowledge of import/export logistics, and basic commercial terms
- Understanding of power generation / grid business and related engineering concepts
- Strong communication skills with the ability to explain complex information clearly
- Proficient in MS Office, especially Excel and PowerPoint
- Willingness to travel overseas as required
- Proficient in English communication

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会社説明