



## PR/119769 | Sales Operations Specialist

## 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

1599036

## 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06月26日 10:50

## 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

## Key Responsibilities

- Coordinate revenue-generating activities across regional sales teams, distributors, and internal stakeholders
- Collaborate with finance and field teams to monitor and forecast order intake trends
- Develop and implement performance metrics, incentives, and operational playbooks
- Analyze sales and market data to identify growth opportunities and gaps
- Maintain and manage equipment install-base data to support business development
- Review and validate distributor purchase orders before submission
- Support marketing campaigns, regional communications, and customer engagement initiatives

- Track distributor contracts, compliance, and key obligations
- Organize distributor events, exhibitions, and marketing activities
- Manage aftermarket tools and communication platforms
- Identify, evaluate, and onboard new distributors in target markets

#### Qualifications & Requirements

- Bachelor's degree in Business, Engineering, or related field
- Minimum 5 years of experience in commercial operations, sales support, or analytics
- Strong proficiency in Microsoft Excel, Power BI, and PowerPoint
- Excellent analytical and problem-solving skills
- Strong communication skills with good command of English
- Experience in distribution-based business, contract management, or data analytics is highly preferred
- Understanding of financial and commercial terms is a plus

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会社説明