



## PR/119929 | Sales & Marketing Specialist (B2B Industrial)

### 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

1600029

#### 業種

化学・素材

#### 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08月21日 12:00

### 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

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

#### Sales & Marketing Specialist (B2B Industrial)

**Salary:** open to discussion

**Working Hours:** Mon–Sat / 08:30–17:00 (Onsite)

**Location:** Sathorn, Bangkok

We are looking for a dynamic **Sales & Marketing Specialist** to drive growth in the industrial business sector. This role focuses on developing new clients, managing key accounts, and expanding market presence in B2B industries.

#### Key Responsibilities

- Manage and grow sales within assigned accounts and target industries
- Develop new business opportunities and expand the customer base

- Build and maintain strong relationships with key clients
- Analyze market trends and competitor activities to identify growth opportunities
- Present solutions and support customers in selecting suitable products
- Prepare quotations, negotiate commercial terms, and close sales deals
- Coordinate with overseas partners regarding product availability and pricing
- Monitor sales performance, pipeline, and prepare regular sales reports
- Support marketing initiatives such as events, exhibitions, and promotional campaigns
- Identify new markets and business opportunities to drive company growth

**Qualifications**

- Bachelor's degree or higher in a related field
- 2–5 years of experience in B2B sales, account management, or business development
- Experience working with industrial or manufacturing clients is an advantage
- Familiarity with technical or industrial products (e.g., materials, components, or specialty products) is a plus
- Strong command of English (spoken and written)
- Experience working with international partners or suppliers is preferred
- Strong negotiation, presentation, and client relationship management skills

**Benefits:**

- Bonus
- Incentive & Commission
- Health Insurance & Social Security
- Car allowance with fleet card
- Laptop & mobile phone
- Provident fund
- Paid leave

Interested applicants, please click **APPLY NOW**. Only shortlisted candidates will be contacted due to the high volume of applications.

#LI-JACTH

**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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

---

会社説明