



PR/118704 | Sales Manager (Industrial Processing 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

1600431

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08月25日 14:00

応募必要条件

職務経験

10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:

- Drive sales growth and achieve targets through strategic planning and execution
- Manage and grow relationships with key clients, especially multinational and large-scale industrial players
- Lead end-to-end sales processes for capital investment projects, from initial engagement to closing
- Engage with customers to understand processing requirements and propose integrated system solutions
- Expand market penetration in areas such as food and beverage processing systems, brewery production lines, integrated packaging lines, etc.
- Work closely with internal technical, engineering, and service teams to deliver customized solutions
- Develop account strategies for high-value customers and long-term business partnerships

- Contribute to go-to-market strategies and support new product or solution introductions

Qualification:

- Degree in Engineering (Mechanical, Chemical, Food Process, Electrical, or related fields)
- 10+ years of experience in B2B sales, ideally within food & beverage processing or industrial packaging/processing lines
- Strong understanding of end-to-end processing systems, including production lines, equipment integration, or turnkey project solutions
- Proven track record in managing complex, high-value projects and achieving sales targets
- Willingness to travel upcountry and oversea
- Fluent in Thai & English
- Proactive, commercially driven, capable of working independently, strong stakeholder management, presentation, and negotiation skills

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会社説明