



PR/120113 | Project Sales Executive – Building Solutions (Phuket & Southern Thailand)

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

1604891

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11日 03:00

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

日常会話レベル

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

Position: Project Sales Executive – Building Solutions (Phuket & Southern Thailand)

Salary: up to 50,000 THB/month with Performance-based Commission

Working Hours: Mon–Fri / Hybrid

Location: Phuket, Thailand

A leading provider of building systems and engineering solutions is seeking an experienced **Project Sales Executive** to drive business growth and develop new project opportunities across Phuket and Southern Thailand.

Key Responsibilities

- Identify, develop, and pursue new business opportunities within the assigned territory.
- Build and maintain strong relationships with customers, business partners, and key stakeholders.

- Manage the sales process from lead generation to project award and contract closure.
- Understand customer requirements and provide suitable commercial and technical solutions.
- Prepare and deliver proposals, quotations, presentations, and other sales-related documents.
- Conduct customer visits, project meetings, and business development activities on a regular basis.
- Coordinate with internal teams to ensure smooth project execution and customer satisfaction. Participate in tender processes and support project negotiations when required.
- Monitor market trends, competitor activities, and emerging business opportunities.
- Maintain accurate sales records, forecasts, and pipeline updates through CRM and reporting tools.
- Achieve assigned sales targets and contribute to overall business growth objectives.

Qualifications

- Bachelor's degree in Engineering, Business Administration, Marketing, or a related field.
- Experience in project sales, technical sales, or business development within construction, building systems, engineering solutions, HVAC, elevators & escalators, or related industries.
- Strong communication, presentation, and negotiation skills.
- Ability to build and maintain long-term business relationships.
- Self-motivated, proactive, and results-oriented. Own vehicle and valid driving license preferred.
- Willingness to travel extensively across Phuket and Southern Thailand.

Benefits:

- Competitive salary package
- Performance-based commission scheme
- Transportation allowance and travel support
- Group health insurance
- Social Security
- Provident Fund
- SIM card support and laptop support
- Professional training and career development opportunities
- Opportunity to work within a leading international organization

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

#LI-JACTH

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