



PR/120208 | Sales Manager

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

1607759

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09月01日 06:00

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

Location: Bkk

The Company is Group's business as a leading supplier/distributor of stainless steel, alloy steel, carbon steel pipes, fittings, flanges and valves serving Oil & Gas, Petrochemical, Refining, Power Generation, Nuclear and Renewable Energy sectors, an Outdoor Sales role should focus on business development, technical sales, and customer relationship management.

Key Responsibilities

- Identify and develop new customers within target industries.
- Maintain and strengthen relationships with existing customers.
- Conduct regular customer visits, presentations, and site meetings.
- Generate inquiries, quotations, and sales orders.
- Negotiate commercial terms and close sales opportunities.

- Achieve monthly, quarterly, and annual sales targets.
- Understand customer projects, procurement cycles, and technical requirements.
- Build long-term partnerships with EPC contractors, end users, fabricators, and distributors.

Technical & Commercial Support

- Promote The Company's portfolio of Stainless steel pipes, Carbon steel pipes, Alloy steel pipes, Fittings, Flanges, Valves
- Interpret technical specifications, project requirements, and material standards.
- Coordinate with internal quotation, procurement, warehouse, and logistics teams.
- Support customers with product selection and delivery requirements.

Qualifications

- Bachelor's Degree in Engineering, Business Administration, Marketing, or related field.
- 5+ years of B2B industrial sales experience.
- Experience in steel, piping materials, valves, Oil & Gas, petrochemical, or industrial products preferred.
- Strong knowledge of industrial project sales processes.
- Ability to read technical specifications and engineering documents.
- Proficiency in Microsoft Office and CRM systems.
- Valid driving license and willingness to travel

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

Thank you for your understanding.

#LI-JACTH

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会社説明