



PR/120407 | Sales Manager - Industrial Machinery & Equipment

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

1612793

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15日 10:25

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

Key Responsibilities

- Drive sales growth and achieve annual revenue and profitability targets.
- Identify, develop, and convert new business opportunities across targeted markets and industry sectors.
- Build and maintain strong relationships with key decision-makers, including senior management, operations, engineering, and procurement stakeholders.
- Develop strategic account plans and manage the sales pipeline from prospecting through project completion.
- Understand customer requirements and deliver tailored technical and commercial solutions in collaboration with internal teams.
- Lead customer meetings, presentations, negotiations, proposal submissions, and contract discussions.
- Monitor market trends, competitor activities, and emerging opportunities to support business growth and strategic

planning.

- Maintain accurate sales forecasts, CRM records, and regular performance reporting to management.

Qualifications

- Bachelor's degree in Engineering, Business Administration, Marketing, or a related field.
- Minimum 5-10 years of successful B2B sales experience.
- Proven experience in capital equipment, industrial machinery, automation systems, engineering solutions, or related sectors.
- Demonstrated track record of achieving sales targets and securing large-value projects.
- Good communication skill in English

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会社説明