

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11月10日 15:00

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

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

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.

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会社説明