

PR/120310 | Electrical Sales

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
1614479

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 08:00

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

Position: Electrical Sales
Salary: THB 35,000 – 45,000

Location: Bangkok

Our client is a Japanese company specializing in solar energy and renewable energy solutions. As the business continues to expand in Thailand, the company is looking for a Sales Engineer with experience in technical sales, project sales, or industrial solutions to join its team and develop new business opportunities.

Responsibilities:

- Identify and develop new business opportunities for Solar Rooftop and renewable energy solutions.
- Approach potential customers, particularly factories, industrial companies, and commercial businesses.
- Conduct customer visits and site surveys to understand technical requirements and energy consumption.

- Present solar energy solutions, including potential electricity cost savings and investment benefits.
- Coordinate with engineering teams to develop suitable technical solutions and project proposals.
- Prepare quotations, commercial proposals, and project-related documentation.
- Present energy-saving calculations, investment returns, and payback periods to customers.
- Negotiate commercial terms and follow up with customers to close sales opportunities.
- Manage customer relationships and maintain a strong sales pipeline.
- Coordinate with internal teams and external partners throughout project development and implementation.
- Prepare sales reports, forecasts, and business development updates for management.

Qualifications:

- Bachelor’s Degree in Electrical Engineering, Mechanical Engineering, Energy Engineering, or a related field is preferred.
- Experience in B2B sales to factories, industrial customers, or commercial businesses is highly preferred.
- Knowledge of electrical systems, energy-saving solutions, or project-based engineering products will be an advantage.
- Experience in customer visits, site surveys, quotations, and technical proposals.
- Strong communication, presentation, negotiation, and customer relationship management skills.
- Good command of English for communication with management and international teams.
- Must have a valid driving license and own car.
- Willing to travel for customer visits and site surveys.

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