



PR/120397 | Account 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
1616068

業種
化学・素材

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10月06日 10:32

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

Job Summary

We are looking for a proactive and customer-focused Sales & Marketing Manager and develop key accounts. The ideal candidate will build strong customer relationships, understand customer needs, coordinate internally, and drive sustainable sales growth.

Responsibilities

Account Management & Customer Relationship

- Conduct customer visits and prepare visit reports.
- Serve as the primary contact person for all assigned customers for matters related to MBJ's business.
- Build and maintain strong MBJ–Customer relationships.
- Understand customer requirements and coordinate with relevant MBJ departments.

Sales Development & Strategy

- Prepare sales strategies for all responsible accounts.
- Initiate and develop new sales opportunities with new accounts.
- Secure MBJ's sales volume, profitability, and long-term business growth.
- Maintain and expand business with existing accounts.

Reporting & Forecasting

- Prepare monthly sales forecasts and 3-month rolling forecasts.
- Prepare monthly Sales Activity Reports.

Teamwork & Collaboration

- Participate in department activities and support cross-functional tasks.

Qualifications

- Bachelor's Degree in Business Administration, Marketing, Engineering, or related field.
- 8-10 years of experience in sales, account management and Marketing activities
- Strong communication and interpersonal skills.
- Proactive, responsible, and customer-oriented mindset.
- Ability to work independently and manage multiple accounts.

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