

PR/120546 | PROJECT SALES EXECUTIVE - Japanese Speaking

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
1616085

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03日 12:00

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
ビジネス会話レベル

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 Purpose

Responsible for developing and growing sales opportunities with Japanese customers and business partners in Thailand, with a focus on building material solutions for industrial, commercial, infrastructure, and other construction projects. The role will manage both existing and new accounts, develop project opportunities, provide product and technical solutions, and coordinate with internal and external stakeholders to achieve sales targets and sustainable business growth.

Key Responsibilities

1. Develop and execute sales plans aligned with business strategies to achieve sales targets.
2. Develop strong relationships with Main Contractors, Design & Build Contractors, Applicators, Distributors, and business partners.
3. Promote wall and roof insulated panel solutions for industrial, commercial, infrastructure, and residential projects.
4. Drive sales growth from existing customers and actively develop new business opportunities.

5. Identify potential projects and maintain an accurate sales and project pipeline.
6. Prepare customized proposals, presentations, technical information, and product solutions for customers.
7. Coordinate with internal teams and business partners to support projects from initial development through successful handover.
8. Monitor market trends, competitors, pricing, and customer requirements to identify new business opportunities.
9. Prepare monthly sales reports, forecasts, and project updates, including follow-up on overdue accounts.
10. Represent the company at customer meetings, trade events, industry forums, and networking activities to strengthen market presence.

Qualifications

1. Bachelor's degree in Business, Architecture, Civil Engineering, or a related field.
2. Strong experience in B2B sales, project sales, or business development, preferably within building materials or construction-related products.
3. Proven experience working with Main Contractors, Design & Build Contractors, Applicators, Distributors, or business partners.
4. Knowledge of wall and roof insulated panels or related building materials would be an advantage.
5. Strong consultative, solution-selling, and value-selling skills.
6. Ability to understand technical product information and communicate solutions clearly to customers.
7. Ability to understand construction drawings and technical documentation would be an advantage.
8. Experience working in a multinational company environment is preferred.
9. Proactive, result-oriented, customer-focused, and able to work effectively under pressure and as part of a team.
10. Good command of English; experience handling Japanese customers would be highly preferred.

#LI-JACTH

#citybangkok

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.

Privacy Policy Link: https://www.jac-recruitment.th/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.th/terms-of-use

---

会社説明