

PR/120370 | Sales Engineer

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
1619297

業種
自動車・自動車部品

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 10:00

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 of industrial automation and drive electronics solutions, focusing on frequency inverters, servo systems, and mechatronic products.
- Develop new business opportunities with OEMs, machine builders, system integrators, and industrial end-users.
- Analyze customer applications and recommend suitable drive, inverter, and automation solutions.
- Provide consultative sales support by understanding customer processes, technical requirements, and operational challenges.
- Promote integrated automation solutions involving drives, motors, controllers, and engineering software.
- Coordinate with Application Engineers and internal teams to deliver complete technical solutions.
- Build strong relationships with engineering, maintenance, production, and management teams at customer sites.
- Manage sales opportunities, quotations, forecasts, CRM updates, and achieve annual sales targets.

Qualifications
- Bachelor’s degree in Electrical, Electronics, Mechatronics, Automation/Control Engineering, or a related field.
- 2–5 years of B2B technical sales experience in automation, drive electronics, frequency inverters, servo systems, motion control, or related industries.
- Strong understanding of VFD/VSDs, AC motors, motor control, PLC interfaces, and industrial automation applications.

- Experience in solution-based sales with the ability to identify customer needs and recommend appropriate technical solutions.
- Able to work with industrial end-users, OEMs, machine builders, and system integrators.
- Strong communication, presentation, and negotiation skills in both Thai and English.
- Independent, proactive, and able to collaborate effectively with technical and service teams.

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