

PR/120630 | Sales Channel Partner Manager (Safety Products)

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
1619305

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 10:00

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

We are looking for a Sales Channel Partner Manager to sell safety products to manufacturing clients through distributors. The role focuses on working closely with distributors, finding new business and growing sales.

Job Responsibilities

Work with Distributors

- Build and maintain good relationships with distributors
- Support distributors to meet sales targets
- Help train and guide distributor sales teams
- Find and add new distributors if needed

Sales & Business Development

- Look for new customers and business opportunities
- Work with distributors to close deals
- Grow sales and expand market reach

Customer Support

- Understand customer needs and how they make decisions
- Help handle customer issues (orders, delivery, pricing, service)
- Support smooth sales process

Product Support

- Arrange product demos and presentations
- Support distributors with product knowledge
- Work with technical team when needed

Market Feedback

- Keep track of market trends and competitors
- Share updates with internal teams and distributors
- Keep CRM information updated

Pricing

- Guide distributors on pricing and discounts
- Ensure deals are profitable

Teamwork

- Work closely with internal teams (sales, marketing, technical)
- Support marketing activities

Requirements

- Bachelor’s degree in business, Engineering or a related field.
- More than 5 years of experience in sales or managing distributors (industrial products preferred)
- Understanding of distributor/channel sales
- Excellent communication, negotiation and presentation skills.
- Self-motivated with a results-driven approach.
- Proficiency in MS Office and CRM software.

- English language proficiency required

If you are interested, click APPLY NOW. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

#LI-JACTH

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