

PR/120646 | SALES ENGINEER - Industrial Automation Solutions

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
1619316

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24日 14:00

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
日常会話レベル

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: SALES ENGINEER - Industrial Automation Solutions

PRODUCT: Industrial Automation Solutions

LOCATION: Bangkok

SALARY: 40,000 – 50,000 THB

Job Summary

Responsible for developing new business and growing sales of industrial automation and motion control solutions for manufacturing customers, OEMs, machine builders, and system integrators. The role focuses on understanding customer applications, providing technical consultation, and delivering suitable solutions that improve productivity, efficiency, and operational performance.

Key Responsibilities

- Develop and expand sales opportunities with new and existing industrial customers.
- Identify customer needs and recommend appropriate automation, motion control, and industrial equipment solutions.
- Build strong relationships with engineering, maintenance, production, purchasing, and management stakeholders.
- Conduct customer visits, technical presentations, and product demonstrations.
- Prepare quotations, proposals, and commercial offers.
- Manage the sales cycle from prospecting and opportunity development through order closing.
- Work closely with internal engineering and technical support teams to develop customer solutions.
- Monitor market trends, customer requirements, and competitor activities.
- Maintain sales pipeline, forecasts, and customer records in CRM systems.
- Achieve assigned sales targets and contribute to overall business growth.

Qualifications

- Bachelor's degree in Electrical Engineering, Electronics Engineering, Mechatronics, Automation Engineering, or related field.
- At least 2-5 years of experience in technical sales, sales engineering, or industrial automation.
- Knowledge of industrial automation, motor control, motion control, control systems, or related industrial technologies.
- Experience working with manufacturing customers, OEMs, machine builders, or system integrators.
- Strong problem-solving and analytical skills with the ability to understand customer applications.
- Proven ability to develop business opportunities and manage customer relationships.
- Strong communication, presentation, and negotiation skills.
- Ability to work independently while collaborating effectively with cross-functional teams.
- Good command of English and Thai, both written and spoken.
- Willingness to travel regularly for customer visits and business development activities.

#LI-JACTH

#citybangkok

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会社説明