

PR/120518 | Sales

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
1621179

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17日 09:00

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

The Sales role combines relationship management, technical solution development, and new business generation within the industrial machinery and automation sector. The position offers an opportunity to work closely with customers and cross-functional teams, managing sales projects from the initial enquiry through order closure and after-sales support.

Responsibilities

- Develop and maintain relationships with existing customers while identifying new business opportunities
- Promote and sell industrial machinery, automation equipment, and engineering solutions
- Understand customer requirements and propose suitable technical solutions
- Prepare quotations, proposals, and other commercial documentation
- Coordinate with engineering, service, and overseas teams to ensure customer satisfaction
- Conduct product presentations and technical discussions with customers

- Follow up on sales projects from the initial enquiry through order closure and after-sales support
- Monitor market trends, competitor activities, and industry developments
- Achieve sales targets and contribute to business growth
- Prepare regular sales reports and forecasts for management

Requirements

- Bachelor’s degree in Mechanical Engineering, Electrical Engineering, Mechatronics, Industrial Engineering, or a related field
- 2–5 years of experience in sales engineering, technical sales, or B2B industrial sales
- Experience selling industrial machinery, automation systems, manufacturing equipment, or other technical products is preferred
- Strong communication, negotiation, and presentation skills
- Ability to understand technical drawings and specifications
- Good command of English
- Valid driving licence and access to a personal vehicle
- Willingness to travel domestically and internationally when required

About the company
A Japan-based company in the solar energy industry providing comprehensive technical solutions. Its services cover multiple stages of solar power projects, including consultation, system design, procurement, construction, operation, and maintenance.

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会社説明