

PR/120684 | Solution 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
1621203

業種
その他

雇用形態
正社員

勤務地
東京都 23区

給与
経験考慮の上、応相談

更新日
2026年11月03日 10:59

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 Solution Sales role plays a key part in introducing AI visual inspection and factory automation solutions to manufacturing customers in Thailand. The position combines consultative sales, technical coordination, and business development, offering an opportunity to address manufacturing challenges while helping establish and expand the company’s local operation.

Responsibilities

- Identify and understand customer needs and manufacturing challenges
- Propose suitable AI visual inspection and factory automation solutions
- Conduct customer presentations, product demonstrations, and sample evaluations
- Prepare proposals, quotations, and other sales-related documentation
- Manage sales opportunities and follow up on project progress
- Collaborate with engineers in Japan to develop technical solutions and assess project feasibility

- Support customers during equipment installation and production line start-up
- Provide post-installation follow-up and ongoing customer support
- Participate in exhibitions, trade shows, and seminars to generate new business opportunities
- Conduct market research and competitor analysis
- Coordinate with local partners and distributors
- Develop customer and partner networks throughout Thailand
- Contribute to the establishment and expansion of the company’s operation in Thailand

Requirements

- Experience in B2B sales, account management, or another customer-facing role
- Strong interest in manufacturing, AI technologies, factory automation, or Industry 4.0
- Willingness to travel domestically and internationally as required
- Self-motivated, with a proactive and independent working style

About the company

A Japan-based company providing AI-powered inspection and digital transformation solutions for the manufacturing sector. The company combines advanced AI technology with practical manufacturing expertise to support inspection automation and help address operational challenges.

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