

PR/120692 | Sales Manager (Steel & Construction)

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
1621209

業種
土木

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03日 10:59

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
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

Business Type: Steel, Construction and building materials, Project-based sales
Location: Bangkok
Working Hours: Monday-Friday + (Half) Saturday

Job Descriptions:

- Develop and execute sales strategies to achieve business growth and revenue targets.
- Lead and manage the sales team to ensure overall team performance and target achievement.
- Drive "project-based sales" activities and identify new business opportunities within the construction and steel industry.
- Build and maintain strong relationships with contractors, developers, consultants, project owners, and other key stakeholders.

- Manage the full sales cycle, from opportunity identification to project award and contract closure.
- Monitor market trends, customer requirements, and competitor activities to identify potential growth opportunities.
  Prepare sales forecasts, pipeline reports, and business development plans.
- Support product specification activities during project design and tender stages.
- Provide coaching, guidance, and performance management to sales team members.
- Collaborate with internal departments to ensure smooth project execution and customer satisfaction.
- Participate in client meetings, site visits, and industry networking activities as required.

Qualifications:

- Bachelor's degree in Business, Engineering, Marketing, or a related field.
- Minimum 5-10 years of sales experience in steel, construction and building materials, or related industries.
- Previous experience leading or managing a sales team will be a plus.
- Strong understanding of "project sales and construction industry dynamics".
- Proven track record in business development and customer relationship management.
- Excellent negotiation, communication, and presentation skills.
  Strong analytical and problem-solving abilities with can-do attitude.
- Proficient in Microsoft Office applications.
- Ability to travel for customer visits and project-related activities.
- Possess a valid driver's license and own personal vehicle.

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会社説明