

PR/120759 | Sales Representative

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
1623415

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 10:32

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

Required experience & skill

- Minimum 5 years of B2B sales experience
- Experience selling products or services to manufacturing companies
- Proven track record in both account management and business development

Preferred experience & skill

- Experience handling customers in the compressor industry
- Experience with automotive air-conditioner components or related products
- Knowledge of metal stamping, press parts, or press dies/mold-related products is a strong advantage
- Experience working with automotive or industrial manufacturing customers is highly preferred

Responsible for managing existing customer accounts while actively developing new business opportunities.
The successful candidate will work closely with a Japanese Sales Manager and support the growth of the company's business in Thailand.

- Handle inquiries, quotations, and follow-up activities for existing customers
- Develop new customers and create business opportunities in the manufacturing sector
- Build and maintain strong relationships with customers
- Coordinate with production, quality, and engineering teams regarding customer requirements
- Conduct customer visits, negotiations, and project follow-ups
- Monitor market trends and identify potential business opportunities
- Prepare sales reports and customer-related documentation

Sales Ratio
Existing Customer Management: 50%
New Business Development: 50%

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