

PR/120831 | Sales Engineer

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
1623951

業種
ITコンサルティング

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 10:22

応募必要条件

職務経験
1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

We are looking for a Sales Engineer with experience in CAD/CAM solutions to join our growing team. This role is responsible for managing the full sales cycle, building strong customer relationships, and driving revenue growth through solution-based selling. The ideal candidate will have a technical background and the ability to communicate complex engineering software solutions to customers across various industries.

Key Responsibilities

- Manage the entire sales cycle, from prospecting and lead generation to negotiation and closing.
- Achieve quarterly sales targets and contribute to overall business growth.
- Maintain an accurate sales pipeline and provide reliable sales forecasts.
- Understand customer business requirements and propose suitable CAD/CAM solutions.
- Conduct product demonstrations and presentations for prospective customers.
- Develop and execute account strategies to maximize business opportunities.

- Manage and nurture relationships with enterprise-level customers and key stakeholders.
- Handle multiple sales opportunities simultaneously while maintaining strong attention to detail.
- Collaborate with internal teams to ensure smooth sales execution and customer satisfaction.
- Drive customer retention and build long-term partnerships.

Qualifications

- Bachelor's degree in engineering, Information Technology, or a related field.
- Minimum 3 years of experience in technical sales, preferably in CAD, CAM, CAE, PDM, or related engineering software.
- Proven experience selling hardware, software, or engineering technology solutions.
- Experience managing high-value sales opportunities and working with enterprise customers.
- At least 2 years of B2B sales and/or channel sales experience with a track record of achieving sales targets.
- Strong presentation, negotiation, and communication skills.
- Ability to manage multiple priorities and work effectively under pressure.
- Positive, proactive, and customer-focused mindset.
- Good command of spoken and written English.
- Experience in technology or software solution sales will be an advantage.

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