



PR/115875 | Sales Manager (Japanese Speaking N3+)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1507248

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 3rd, 2024 10:10

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Sales Manager (Japanese-speaking N3+)

Industry: Manufacturing

Location: Prachinburi, Thailand

Working hours: Monday - Friday 8:00 – 18:00

Key Responsibilities:

- Manage and contact all leads provided by the marketing team to convert them into potential customers.
- Identify and pursue new prospects through direct outreach methods including email, phone calls, and in-person meetings.

- Execute various sales activities including delivering Sales Presentations, conducting Customer Site Visits, and advising on investment opportunities in Thailand.
- Provide Japanese language translation support to enhance Marketing and CRM activities.
- Represent the company at exhibitions and events in Thailand and Japan, including Business Matching sessions and Investment Seminars on diverse topics.
- Collect valuable information from Japanese-language websites to aid in marketing efforts in Japan.
- Assist with CRM activities for Japanese clients, especially in serious cases.

Qualifications:

- At least 5 years' experience in Sales manager, Sales supervisor, Senior Sales or related field.
- Bachelor's degree or higher in related field.
- Knowledgeable about company setup processes, BOI incentives, and industrial park business operations.
- Proficient in Japanese (JLPT N3+) and English (intermediate to good).
- Excellent presentation abilities.
- Strong problem-solving and decision-making skills.
- Capable of building and maintaining positive relationships with both internal and external contacts.
- Creative and willing to share innovative ideas.

Company Description