



## PR/115511 | Sales (Japanese-speaking)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1509872

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

December 11th, 2024 18:18

### 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

**Industry:** Trading

**Business Model:** Resin / adhesive / Electronic components

**Location:** BTS: Phrom Phong

**Working hours:** Monday - Friday 9:00 – 17:30 P.M.

**Position:** "Sales Officer"

**Job Description:**

- Conduct visits to potential customers to seek new business opportunities.
- Serve as a liaison between the company and its current and prospective markets.
- Negotiate agreement terms and close sales deals.
- Represent the organization at trade exhibitions, events, and demonstrations.
- Negotiate price, delivery, and specification changes with managers.
- Record sales and order details, sending copies to the sales office.
- Develop a thorough understanding of customers' businesses and needs.
- Provide customers with accurate and quick cost calculations and quotations.
- Identify and engage with additional suppliers, including for new items.
- Communicate with customers regarding quality issues.

- Generate and submit daily, weekly, monthly, or other assigned reports.
- Acquire basic knowledge of trading practices, including trade terms and cost/profit calculations.
- Manage technical documents such as surveys, technical data, RoHs/REACH, inspection data, forecasts, ISO, IMDS, ICP Data, and environmental reports.

**Qualification:**

- Bachelor's degree in related field.
- Have sales experience in any industries.
- Communication in English at a good level. (no TOEIC needed)
- Good in Japanese (no JLPT needed)

**Benefits:**

- Perfect attendance: 1,000 THB (after probation)
- Paid vacation
- Mobile phone provided.
- Birthday allowance (after probation)
- Bonus
- Business trip allowance
- Long working allowance (10 years, 20 years, 30 years)
- Company car with driver.

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Company Description