



PR/115511 | Sales (Japanese-speaking)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513131

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 7th, 2025 15:00

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.

Company Description