



## PR/116297 | Sales Engineer (Assistant Level)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1513381

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

January 7th, 2025 10:01

### 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

**Overall Responsibilities:**

As a Sales Engineer Assistant Manager, you will play a crucial role in driving the successful launch and adoption of new product models within the market. You will be responsible for leading a team of sales engineers, providing technical expertise, and building strong customer relationships to achieve sales targets and market penetration.

**Key Responsibilities:**

- Product Launch Strategy:
  - Collaborate with product management and marketing teams to develop comprehensive launch plans for new models.
  - Identify key target customers and develop tailored sales strategies to address their specific needs.

- Create compelling product presentations and sales collateral to effectively communicate product benefits.
- Technical Expertise:
  - Possess a deep understanding of product features, specifications, and applications.
  - Stay up-to-date with industry trends and technological advancements to maintain a competitive edge.
  - Provide technical support and training to sales team members to enhance their product knowledge.
- Customer Relationship Management:
  - Build and maintain strong relationships with key customers, acting as a trusted advisor and problem-solver.
  - Proactively identify customer needs and provide solutions that exceed expectations.
  - Address customer inquiries and complaints promptly and professionally.
- Sales Team Leadership:
  - Lead and motivate a team of sales engineers to achieve sales targets and performance objectives.
  - Provide coaching, mentoring, and performance feedback to team members.
  - Foster a positive and collaborative team culture.
- Sales Performance Management:
  - Monitor and analyze sales performance metrics to identify areas for improvement.
  - Implement strategies to optimize sales processes and increase efficiency.
  - Prepare regular sales reports and forecasts for management.

**Qualifications and Skills:**

- Bachelor's degree in Engineering or a related field.
- 5+ years of experience in sales engineering or a similar role.
- Strong technical knowledge and understanding of product applications.
- Excellent communication and presentation skills.
- Proven leadership and team management abilities.
- Strong problem-solving and analytical skills.
- Ability to work under pressure and meet deadlines.
- Proficiency in relevant software tools (CRM, sales enablement tools, etc.).

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**Company Description**