



PR/116520 | Sales Executive

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1516367

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

March 4th, 2025 14:00

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

Job Title: Sales Executive

Salary: Negotiable

Qualifications:

- High School certificate, Diploma of High Vocational Certificate, or Bachelor graduated.
- Experience in Heavy Lifting (Mobile & Crawler Crane) or Industrial Construction.
- Welcoming new graduates.
- Good command of English or Chinese is required.
- Knowledge of market, sales and negotiating principles.
- Excellent communication and presentation skills with the ability to build relationships.
- Can-do attitude, proactive, passionate and enthusiastic.
- Strong organizational and time-management skills.
- Ability to work independently while being a team player.
- Proficiency in MS Office.
- Own car with a driver's license.

Responsibilities:

- Growing sales volume, developing & maintaining the relationship with both existing and new accounts.
- Manage the entire sales cycle from finding a client to securing a deal.
- Preparing necessary documents for the clients.
- Provide professional after-sales support to enhance the customers' dedication.
- Remain in frequent contact with clients in your responsibility to understand their needs.
- Respond to complaints and resolve issues aiming for customer contentment and the preservation of the company's reputation.
- Negotiate agreements and keep records of sales and data.
- Maintain and update reports for the management team.
- High availability for travel to up-country sometimes.
- KPI driven approach.
- Target-oriented person

Company Description