



PR/116666 | Sales Engineer (Japanese Speaking) / N3+ / Chachoengsao / Up to 80K

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1519928

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

February 4th, 2025 11:42

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 descriptions:

- Develop and maintain strong relationships with B2B clients in the manufacturing sector.
- Understand client needs and provide tailored solutions to meet their requirements.
- Conduct regular client visits and follow-ups to ensure customer satisfaction.
- Identify and pursue new business opportunities to expand the client base.
- Prepare and deliver technical presentations and proposals to prospective clients.
- Negotiate contracts and close sales deals to achieve sales targets.
- Provide technical support and consultation to clients regarding auto parts and their applications.

- Collaborate with the engineering team to address client technical inquiries and issues.
- Stay updated on industry trends and advancements to offer informed recommendations.
- Conduct market research to identify trends, competitor activities, and potential opportunities.
- Develop and implement effective sales strategies to increase market share.
- Prepare sales forecasts and reports for management review.
- Work closely with internal teams, including engineering, production, and customer service, to ensure seamless project execution.
- Coordinate with suppliers and partners to ensure timely delivery of products and services.

Qualifications:

- Bachelor's degree in Engineering, Business, or a related field is preferred.
- Minimum of 5 years of sales experience in the auto parts or related industry.
- Strong technical knowledge of automotive parts and their applications.
- Excellent communication and interpersonal skills.
- Proven track record of achieving sales targets and driving business growth.
- Ability to work independently and as part of a team.
- Proficiency in using CRM software and Microsoft Office Suite.
- Self-motivated and results-oriented.
- Strong problem-solving and analytical skills.
- Ability to build and maintain long-term client relationships.
- Adaptable and able to thrive in a fast-paced environment.
- Willingness to travel as required.

Company Description