



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**

April 15th, 2025 09:01

## 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

**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.

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**Company Description**