



PR/116741 | SALE ENGINEER

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1522396

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 1st, 2025 04:00

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

This position will be essential for helping the company expand into new markets and product lines. Additionally, it will involve providing excellent customer service and maintaining strong relationships with customers, manufacturers, and sales representatives. Moreover, the candidate must be a positive, energetic leader who can work effectively in a collaborative environment.

Qualifications:

- Bachelor's degree
- Experience using sales tracking or customer relationship management (CRM) software
- Prospecting and lead generation and nurturing experience
- Communication skills, negotiation and collaboration

Job Responsibilities:

- Drives business by identifying and selling prospects and maintaining relationships with clients.
- Enhances staff accomplishments and competence by planning the delivery of solutions, answering technical and procedural questions for less experienced team members, teaching improved processes, and mentoring team members.
- Achieves and exceeds sales targets by developing and executing effective strategies.
- Expands business opportunities by identifying prospects, evaluating their position in the industry, and researching and analyzing sales options.
- Develop and implement strategies to increase market share.
- Monitor competitor activities and adjust strategies to ensure the company maintains its competitive advantage in the market.
- Establish long-term business goals and develop plans to achieve them.

Allowances:

- Company Fleet card
- Provident fund
- Group Insurance
- Social Insurance, Uniform
- Dental care and glasses care
- Bonus

Company Description