



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

#### 募集職種

##### 人材紹介会社

ジェイエイシーリクルートメント タイランド

##### 求人ID

1519928

##### 業種

その他（メーカー）

##### 雇用形態

正社員

##### 勤務地

タイ

##### 給与

経験考慮の上、応相談

##### 更新日

2025年02月04日 11:42

#### 応募必要条件

##### 職務経験

3年以上

##### キャリアレベル

中途経験者レベル

##### 英語レベル

ビジネス会話レベル

##### 日本語レベル

ビジネス会話レベル

##### 最終学歴

短大卒：準学士号

##### 現在のビザ

日本での就労許可は必要ありません

#### 募集要項

##### 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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会社説明