



PR/117111 | GM of Sales (Japanese Speaker)

Job Information

Recruiter[JAC Recruitment Thailand](#)**Job ID**

1537222

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 30th, 2025 16:22

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:

- Work exclusively with Japanese clients in various industries.
- Responsibilities include visiting clients to gather requirements, overseeing the design, production, and installation processes.
- Address any issues that arise and manage them effectively.
- Conduct meetings with the Japanese headquarters.
- Evaluate the performance of team members.
- Oversee overall accounting operations, with accounting staff handling day-to-day tasks. Ensure accurate reporting to the Japanese headquarters.

Requirements:

- Bachelor in any related field.
- Proven ability to lead and motivate a sales team to achieve targets and goals.

- Experience in developing and implementing sales strategies to drive business growth. Especially knowledge in Manufacturing Machines is highly advantage.
- Strong skills in building and maintaining relationships with key clients, particularly Japanese clients.
- Ability to analyze market trends and competitor activities to identify opportunities and threats.
- Excellent verbal and written communication skills in both Japanese (N2 or above) and English.
- Strong problem-solving skills to address client issues and internal challenges effectively.
- Expertise in negotiating contracts and closing deals.
- Understanding of financial principles to manage budgets and forecast sales performance.
- Knowledge of the industries served and the ability to understand technical requirements.

Company Description