



PR/117727 | Japanese Speaking Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1552423

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 22nd, 2025 10:11

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

Key Responsibilities:

- Develop and maintain strong relationships with Japanese automotive manufacturers. This includes preparing quotations, negotiating pricing, coordinating delivery schedules, and resolving any customer concerns or complaints.
- Act as a liaison between the sales team and the production facility to ensure smooth operations and alignment on delivery and production timelines.
- Lead budget planning activities and drive promotional strategies to meet sales targets.
- Supervise team member, reporting to a superior.
- Occasionally travel to the factory, approximately once a month, as brake components are manufactured there.
- A company car and driver will be provided for customer and factory visits.
- Potential involvement in a company-wide initiative to unify core IT systems.

Qualifications:

- Bachelor degree in any related field.
- Minimum 8 years in B2B sales in automotive product selling is preferred.

- Good command in English and Japanese proficiency in business level (N2 or above)
- Proactive personality is preferred.
- Experience in project management in IT implementation is an advantage.

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Company Description