



## PR/118147 | General Manager (Sales & Marketing)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1559064

**Industry**

Automobile and Parts

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

October 7th, 2025 09:01

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

None

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Job Posting: Sales & Marketing - GM

Location: Sriracha, Chonburi

Employment Type: Full-Time

Industry: Manufacturing / Automotive

#### About the Role

We are seeking a dynamic and experienced Sales & Marketing - GM to lead our sales organization and drive strategic growth. The ideal candidate will have a strong background in sales leadership, customer relationship management, and cross-cultural coordination, particularly with Japanese stakeholders.

#### Key Responsibilities

- Lead the Sales & Marketing team to achieve ambitious sales and profit targets.
- Develop and maintain strategic relationships with key customers to ensure long-term business success.
- Coordinate and report sales strategies, performance, and challenges to Japanese headquarters in English.
- Manage and develop the sales team, including coaching, performance evaluation, and career progression.
- Analyze market trends and competitor activities to formulate effective sales strategies.

- Prepare and submit proposals and quotations for Japanese headquarters approval; support high-level client negotiations.

#### Qualifications

- Bachelor's degree or higher in Business, Marketing, Engineering, or a related field.
- Demonstrated success in team leadership and staff development.
- Proven track record in managing sales operations with full P&L responsibility.
- Strong negotiation, analytical, and problem-solving skills.
- Business-level proficiency in English.
- Background in manufacturing or automotive - Tier 1 related industries.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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#### Company Description