



PR/118243 | Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1561561

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 07:00

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

Sales Manager – Summary**Role Objective:**

Drive sales and strategic growth of OEM (engine oil, transmission oil, chemicals) for automotive manufacturers.

Key Responsibilities:

- Develop and execute OEM sales plans and pricing strategies.
- Lead contract negotiations, bidding, and product launches with R&D and production.
- Align local operations with global strategy through coordination with HQ and affiliates.
- Deliver technical proposals and value analysis presentations to OEM clients.
- Monitor KPIs, forecasts, and inventory; manage accounts receivable.
- Conduct market research and competitive analysis.
- Provide OEM-focused training to distributors and workshops.
- Mentor junior staff and manage strategic key accounts.

Required Skills:

- Bachelor's or master's degree in business administration or related field
- Basic understanding of automotive systems.
- Marketing expertise in push/pull strategies.
- Excellent communication, negotiation, and leadership skills.

- Project management and strategic thinking capabilities.

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Company Description