



PR/118538 | Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1566537

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 25th, 2025 11:47

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Sales Manager – Automotive Industry

???? **Location:** Rayong, Thailand

???? **Employment Type:** Full-time

About the Role

We are seeking an experienced **Sales Manager** to drive market expansion and lead strategic negotiations in the automotive sector. This role is ideal for a dynamic professional who thrives in a fast-paced environment and is passionate about building strong customer relationships.

Key Responsibilities**Customer Management**

- Expand market share in line with the group's strategic direction and achieve new product acquisition targets.
- Lead pricing and business negotiations for new vehicle models from RFQ to mass production (including new order acceptance prices, equipment changes, annual reductions).
- Promote the Development Group's new product line to clients.
- Manage development-phase orders and quotations for after-sales parts.
- Maintain strong daily customer relationships.

Business Support

- Assist the team in collecting and organizing information and coordinating internal system data.
- Support progress tracking for VAVE (Value Analysis/Value Engineering) improvement cases.
- Lead and manage customer visit receptions.

Qualifications

- Bachelor's degree or above; proficiency in **English and Thai** (business-level preferred).
- **3+ years of sales experience** in the automotive industry.
- Knowledge of OEM product development processes and customer procedures.
- Strong communication, negotiation, and logical thinking skills.
- High emotional intelligence, teamwork spirit, and resilience under pressure.
- Willingness to travel and ability to organize and analyze data effectively.

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