



JAC Recruitment

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JAC Recruitment Thailand

PR/118608 | Account Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1568979

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 16th, 2025 10:12

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

Core Responsibilities

- **Sales Management:** Oversee sales activities, customer engagement, and sales processes.
- **Business Growth:** Drive revenue growth and expand business in Thailand, Indonesia, Malaysia, Vietnam, etc.
- **Planning & Analysis:** Develop short- and long-term business plans, set annual sales targets, and create action plans.
- **Customer Management:** Maintain existing customers and develop new business opportunities.
- **Global Collaboration:** Work on global projects with Norma teams and customers.
- **Market Development:** Identify potential customers, penetrate new markets, and monitor market trends.
- **Technical & Commercial Support:** Provide OEM-level service and solutions to meet customer needs.
- **Negotiation & Contracts:** Negotiate terms to maximize company benefits.
- **Relationship Building:** Foster long-term partnerships with key accounts.
- **Market Research:** Analyze competitor activities, customer feedback, and economic indicators.
- **Sales Strategy:** Implement new initiatives and strategies to achieve targets.
- **Forecasting & Quotas:** Establish objectives and project sales volumes and profits.

Qualifications:

- Bachelor's degree or higher in engineer or any related field while MBA is preferable.

- Minimum 10 years in sales experiences, particularly in automotive sales OEM automotive industry in Thailand & SEA countries
- Ability to build rapport, persuade, and work well with a diverse customer base.
- Strong negotiation and closing skills.
- A customer-centric mindset with a focus on delivering excellent service.
- Familiarity with CRM systems for lead management and sales tracking.
- Leadership, Result Oriented, Presentation Skills, & Strategic Thinking
- Knowledge in ISO 9001, ISO 14001, ISO TS16949.
- Good command in both written & spoken English.

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