



PR/119253 | Section Manager – Marketing & Procurement

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1582451

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 14th, 2026 12:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Basic

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities

- Manage and control Sales and BOI operations in accordance with company policies and regulations
- Set sales targets and develop action plans to achieve corporate business goals
- Analyze sales data and sales trends to support forecasting, budgeting, and strategic planning
- Review and control sales-related expenses to comply with company budget and cost control policies
- Manage and control sales team performance to maintain high customer satisfaction
- Coordinate with Procurement, Production, Finance, and other related departments to ensure smooth business operations
- Prepare sales reports, analysis, and presentations for management and president-level review

- Identify sales issues, risks, and opportunities, and propose corrective and improvement actions
- Develop subordinates through coaching, performance management, and career development planning
- Support continuous improvement initiatives and perform other assignments as assigned by management

Qualifications

- Bachelor's degree in Engineering (Mechanical, Industrial, Process) or Business Administration
- Minimum 2–5 years of experience in Marketing or Sales within the automotive parts industry
- Strong analytical skills with experience in sales data analysis and reporting
- Good knowledge of sales operations, budgeting, and cost control
- Proficient in MS Office (Word, Excel, PowerPoint, e-mail)
- Good command of English (Japanese language skill is an advantage)
- Strong leadership, negotiation, and communication skills

Additional Requirements

- Ability to work under pressure and manage multiple tasks
- Strong coordination and problem-solving skills
- Positive attitude with a strong sense of responsibility
- Experience working in a Japanese company environment is an advantage

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Company Description