



PR/119279 | OEM Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1582466

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 6 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

A manufacture of Automotive Air Conditioning for domestic and export worldwide, is evolving an IATF 16949, ISO 9001, ISO 14001 and ISO 45001. We proudly invite the energetic people to be part of our team. If you are looking for the better career opportunities and the professional environment, so please come and join us now.

Job Title: OEM Sales Manager

Business Type: Manufacturing and Sales of automotive air-conditioning systems

Location: Rojana, Ayutthaya

Job Type: Monday-Friday, 08:00-17:00 hrs.

Roles Summary:

The Sales and Marketing Manager will be responsible for driving sales growth, developing existing and new customers, analyzing market and customer trends, formulating product and business strategies, and coordinating with internal teams to convert opportunities into sustainable sales and profit.

Responsibilities:

- Manage and expand relationships with existing customers while developing new customers and new business opportunities
- Drive sales plans and achieve targets in sales, profitability, and new business development
- Conduct market research and analyze market size, growth potential, customer needs, industry trends, and competitive landscape
- Develop product positioning, target applications, and business opportunities
- Prepare quotations, lead price negotiations, and manage commercial terms in coordination with Finance and related functions
- Monitor demand forecasts, order intake, sales pipeline, and project progress
- Work closely with R&D, QA, Production, Planning, Purchasing, and Finance to ensure smooth project execution and customer support
- Handle technical and commercial coordination with customers for proposals, quotations, sourcing projects, and mass production ramp-up
- Collect customer feedback and market intelligence to support product improvement and new product ideas
- Prepare sales presentations, company profiles, competitor comparison materials, and business proposals
- Support marketing-related activities such as trade shows, customer visits, branding, and communication materials
- Report business status, opportunities, risks, and action plans to management

Qualifications:

- Bachelor's or Master's degree in Marketing, Business Administration, Industrial Engineering, Mechanical Engineering, Automotive Engineering, or other related fields
- At least 7–12 years of experience in Sales, Marketing, Key Account Management, Business Development, or Product Marketing
- Experience in automotive OEM / Tier 1 / Tier 2 business is highly preferred
- Experience in industrial or technical product sales is an advantage
- Strong English communication skills in speaking, writing, email communication, and presentation
- Strong negotiation, analytical, and project management skills
- Able to work cross-functionally and drive internal coordination effectively
- Good command of Microsoft Office, especially Excel and PowerPoint

Preferred Profile:

- Strong business ownership mindset with the ability to balance sales growth and profitability
- Good understanding of customers, market dynamics, and competitors
- Fast response, strong follow-up, and execution-oriented working style
- Professional personality with the ability to communicate effectively in both commercial and technical discussions
- Experience handling RFQ, quotation, cost breakdown, sourcing projects, and customer negotiations
- Familiarity with Japanese working culture or experience working with Japanese companies is preferred

Benefits:

- Medical reimbursement
- Life insurance, Health insurance
- Shuttle bus
- Uniform
- Living allowance
- Diligence allowance
- Provident fund
- Support for Marriage, Child delivery, Funeral
- Long service award
- Good performance award
- Loan support

How to Apply: If you meet the qualifications and are excited about this opportunity, please submit your resume and a cover letter by click "APPLY" We look forward to hearing from you!

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