



## PR/119302 | Vice President, Automotive Business – Global Market

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1583913

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

May 5th, 2026 04:00

### 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

POSITION: VICE PRESIDENT, Aftermarket Sales & Products

BUSINESS: AUTOMOTIVE PARTS

LOCATION: BANGKOK

SALARY: 300,000 – 350,000 THB

### Job Overview

The Vice President, Aftermarket Sales & Products is a senior leadership role responsible for driving revenue growth, product strategy, and market expansion of the automotive aftermarket business, with a strong emphasis on overseas and international markets. This role oversees global aftermarket sales performance, product portfolio strategy, and cross-functional collaboration to strengthen market positioning and long-term profitability.

### Key Responsibilities

- Lead global aftermarket sales strategy and drive revenue growth across overseas / international markets
- Expand international distribution networks, partnerships, and key accounts
- Own aftermarket product strategy, including portfolio, pricing, and lifecycle management
- Monitor global market trends, competitors, and customer needs to drive product differentiation
- Oversee sales performance, forecasting, and P&L for domestic and international markets
- Negotiate commercial terms with strategic customers and global partners
- Collaborate with engineering, supply chain, and manufacturing to ensure product readiness
- Align sales and product strategies with corporate growth objectives
- Lead, develop, and manage regional and international sales teams
- Ensure high customer satisfaction and long-term business sustainability

#### Qualifications & Experience

- Bachelor's degree in Engineering, Business, Marketing, or related field (MBA preferred)
- 15+ years' experience in automotive parts / aftermarket business
- Proven success in expanding overseas or international markets
- Strong background in aftermarket sales leadership and product management
- Experience managing regional or global sales organizations
- Solid commercial, pricing, and financial management expertise (P&L ownership)
- Strong understanding of automotive aftermarket products and channels
- Excellent negotiation and stakeholder management skills
- Fluent in Thai and English (both spoken and written)
- Willingness to travel internationally as required

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#### Company Description