



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

April 7th, 2026 05:00

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

#LI-JACTH

#citybangkok

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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

Company Description