



## PR/119326 | Japanese Speaking Sales (Automotive)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1583928

**Industry**

Automobile and Parts

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 2nd, 2026 04:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

#### Key Responsibilities

- Proactively identify and develop new business opportunities with domestic and international manufacturers while nurturing long-term relationships with existing customers. Respond to inquiries and gain a deep understanding of customer needs to strengthen partnerships.
- Manage and execute end-to-end export/import transactions for automotive parts and resin products. Responsibilities include contract negotiations, order placement and processing, delivery schedule coordination, and logistics management.
- Conduct ongoing research on domestic and global market trends, competitor activities, and emerging technologies within the automotive parts and resin sectors to support effective sales planning and strategy formulation.
- Maintain close communication with local and overseas suppliers to obtain up-to-date information on product offerings, pricing structures, and supply capabilities, ensuring efficient and cost-effective procurement.
- Work collaboratively with management and cross-functional team members to design and execute targeted sales strategies for assigned products and geographic markets in order to meet or exceed sales objectives.
- Prepare detailed quotations and sales proposals aligned with customer specifications, including product details, pricing, and delivery timelines. Deliver clear and persuasive presentations as required.
- Address customer inquiries, concerns, and complaints in a timely and professional manner. Coordinate with internal quality control teams and suppliers to resolve product-related issues effectively.

- Actively contribute to achieving individual and team sales targets through consistent performance and proactive engagement.
- Work closely with internal departments to ensure seamless sales operations, accurate information sharing, and overall operational efficiency

#### Requirements

- Bachelor's degree in a relevant discipline.
- Minimum of 3 years' experience in a manufacturing environment or trading company.
- Strong proficiency in Microsoft Office applications, particularly Excel.
- Business-level Japanese proficiency (JLPT N2 or above preferred) and intermediate-level English communication skills.

**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