



PR/119395 | Sales and Marketing Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1585961

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 21st, 2026 06:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Location: Close to MRT Phetchaburi station.

Overview: Our client is providing vehicles with integrated electronic solutions covering software and hardware. They are operating business over 20 years.

Their business is growing across head quarter and ASEAN countries, join to be a part of our development team!

You will experience an international work environment where you can have a chance to speak English and Japanese.

Description

- Handle, manage existing partners and improve partner sell-through by effective sales tools, promotions, and enabled support
- Identify potential new partners, propose products and close deal

- Manage the sales growth through current dealers, monitor partner pipeline and ensure precise sales forecasting

- Increase partner engagement through regular business reviews, performance tracking, and collaborative planning and strengthen partner commitment to company products and solutions
- Analyze risks related to partner performance, sales pipelines and strategies
- Support partners with product training, along with regular updates on solutions
- Provide marketing materials, demo, pre-sales support and handle partner events & workshops
- Ensure compliance with pricing and deal registration processes

Qualification

- Bachelor's degree in related field
- 5+ years of work experience as Channel sales, IT Sales
- Strong relationships with local dealers and sales process
- Good understanding of IT products/solutions (Software, Security, Cloud, etc.)
- Sales & Marketing skills for expanding marketing through campaigns, other channels
- Good English communication
- Japanese proficiency is preferred, but not compulsory.
- Excellent in communication, negotiation, persuasion, problem solving and willingness to learn new knowledge

Interested applicants, please click APPLY NOW. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

#LI-JACTH

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Company Description