



## PR/119416 | Sales Deputy General Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1585975

**Industry**

Bank, Trust Bank

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 16th, 2026 10:00

### 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

#### Key Responsibilities

##### Sales & Strategy

Lead end-to-end sales strategy and execution for forklift and industrial product lines

Achieve and exceed revenue, margin, and market share targets

Identify new business opportunities: logistics operators, factories, warehouses, industrial estates, fleet customers

Expand market presence through new customer acquisition and key account development

#### Leadership & Team Management

Manage and oversee Sales Managers and large sales teams (50+ people)

Set clear targets, KPIs, and performance standards

Coach, mentor, and develop sales managers and teams

Strengthen technical, solution-based, and consultative selling skills

#### Customer & Market Development

Maintain strong relationships with corporate and strategic customers

Provide customized solutions, including leasing and service contracts

Monitor market trends, customer needs, and competitor movement

Drive brand visibility, loyalty, and customer retention

#### Cross-functional Collaboration

Work closely with Service, Parts, and Operations teams

Deliver Total Solutions (Sales + Preventive Maintenance + Spare Parts)

Present sales performance, forecasts, and strategic plans to senior management

Participate in regional and global meetings with professional communication

#### Required Experience & Skills

##### Experience

- 10+ years of B2B sales experience in: Forklift, Industrial equipment, Automotive

Heavy machinery (acceptable adjacent industry)

- Proven experience managing large sales teams (50+ members)
- Strong exposure to: Fleet business, Leasing models, Service & maintenance contracts, Key account management

##### Skills

- Strong strategic and analytical thinking
- Advanced negotiation and closing skills
- CRM & sales pipeline management
- Excellent Thai & English communication
- Financial and business acumen
- Leadership, coaching, and people development

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#### Company Description