



PR/119778 | Sales Deputy General Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1599040

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 10:50

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