



## PR/119807 | Fleet Sales Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1599054

**Industry**

Automobile and Parts

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

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### General Requirements

**Minimum Experience Level**

Over 6 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Position: Fleet Sales Manager

Business: Automotive

Location: Bangkok

Salary: 50,000 – 80,000 THB

### Key Responsibilities

1. Develop and drive sales strategies for fleet vehicle sales targeting government agencies, state-owned enterprises, and public sector organizations.
2. Lead and manage the sales team by setting KPIs, defining sales targets, and enhancing team capabilities to achieve business objectives.
3. Oversee the sales pipeline, including forecasting and performance analysis, to support strategic decision-making.

4. Manage government tender processes by analyzing Terms of Reference (TOR) and handling projects from proposal submission through to delivery.
5. Control and monitor budgets, costs, and profitability (P&L) to ensure alignment with organizational targets.
6. Build and maintain strong relationships with government entities, partners, and key stakeholders.
7. Collaborate with internal departments to drive project execution and improve operational efficiency.
8. Monitor market trends and identify new business opportunities to expand the customer base and strengthen competitiveness.

#### Qualifications

1. Bachelor's degree or higher in Engineering or a related field.
2. Minimum of 7 years' experience in fleet sales, government sales, or tender-based sales.
3. Proven experience in sales team management or project management.
4. Strong knowledge of government procurement processes and e-GP (electronic government procurement) systems.
5. Solid understanding of budgeting, cost control, and Profit & Loss (P&L) management.
6. Excellent strategic thinking, negotiation, and leadership skills.
7. Ability to analyze sales forecasts and effectively manage sales pipelines.
8. Strong interpersonal and communication skills with the ability to build relationships with corporate clients and government agencies.
9. Willingness to travel upcountry or work off-site as required.
10. Existing network within government sectors or experience in the automotive industry will be an advantage.

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#### Company Description