



PR/120327 | Sales Manager India

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1609929

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 13:00

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

Responsible for developing and expanding business opportunities in the **Indian automotive market**, acquiring new customers, growing existing accounts, and driving long-term sales growth. The role collaborates closely with engineering, operations, quality, and regional sales teams.

Responsibilities

Business Development

- Develop new automotive business opportunities in India.
- Identify and acquire new customers.
- Execute market expansion strategies.
- Match company products and solutions with market needs.

Customer Management

- Manage Indian territory accounts.
- Maintain and grow existing customer relationships.
- Handle the full sales cycle from prospecting through contract negotiation and project handover.
- Negotiate commercial agreements.

Sales Planning

- Prepare sales forecasts and budgets.
- Track sales performance.
- Report business updates and market intelligence to management.

Market Intelligence

- Conduct competitive analysis.
- Monitor automotive trends, technologies, and pricing.
- Provide strategic recommendations to management.

Leadership

- Coach and support team members.
- Promote cross-functional collaboration.
- Support organizational policies and employee engagement.

Candidate Requirements

Education

Bachelor's degree in:

- International Business
- Business Administration
- Business Management
- Or equivalent field

Experience

- Minimum **8 years** in sales or sales management within international business.
- At least **5 years in a similar regional role**.
- Automotive industry experience required.
- Experience in Thailand, India, China, or Japan preferred.
- Experience with multinational corporations preferred.

Industry Knowledge

- Strong network with Indian automotive OEMs.
- Strong connections with Tier-1 suppliers.
- Knowledge of Indian procurement markets.
- Track record in new business development and strategic account management.
- Experience in plastics, rubber, polymer, blow molding, or injection molding industries is advantageous.
- Knowledge of automotive quality standards (IATF/ISO-related systems).

Languages

- Native or near-native Hindi (or another major Indian language).
- Strong understanding of Indian culture.

- Fluent English.

Skills

- Leadership and negotiation skills.
- Strategic business development capability.
- Self-driven and entrepreneurial mindset.
- Strong analytical skills.
- Ability to work independently and achieve sales targets.

Travel

- Frequent domestic and international travel.
- Regular travel throughout Asia.

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Company Description