



PR/120330 | Senior Sales Manager (Agricultural Machinery)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1611426

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 8th, 2026 11:58

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

We are seeking a strong sales leader to oversee and drive the overall sales performance of the business in Thailand. This role will lead the sales team, manage dealer relationships, and ensure the successful execution of sales strategies to achieve business targets.

The ideal candidate is a proactive and hands-on leader who enjoys working closely with dealers and frontline teams to identify opportunities, solve challenges, and deliver sustainable sales growth.

Job Responsibilities

- Develop and implement sales strategies to grow sales and achieve business targets
- Lead overall sales performance, including sales targets, forecasts, and sales pipeline management
- Manage, coach, and develop Sales Managers and Sales Representatives
- Drive sales growth across all regions and dealer channels

- Monitor sales performance and identify areas for improvement
- Support and improve underperforming dealers, regions, and sales teams
- Build and maintain strong relationships with dealers across Thailand
- Negotiate with dealer owners, key customers, and business partners
- Work with finance partners to support sales opportunities and deal closure
- Establish and improve sales KPIs, processes, and performance tracking
- Work closely with Marketing, After Sales, and other departments to support business growth
- Prepare sales reports, forecasts, and business updates for senior management
- Visit dealers and customers regularly to understand market needs and improve sales execution

Requirements.

- Bachelor's degree in Business, Marketing, or a related field
- Proven experience in a senior sales leadership role with strong experience leading and developing sales teams
- Experience managing dealer networks and dealer relationships
- Proven track record of achieving sales targets and driving business growth
- Strong understanding of sales planning, forecasting, pipeline management, and KPI tracking
- Experience analyzing sales performance and implementing improvement plans
- Strong negotiation and relationship-building skills
- Experience presenting business results and recommendations to senior management
Excellent leadership, communication, and coaching skills
- Willing to travel regularly within Thailand

If you are interested, click **APPLY NOW**. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

#LI-JAC

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Company Description