

PR/120393 | SENIOR SALES EXECUTIVE - Automotive Parts

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1612786

Industry
Automobile and Parts

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 05:00

General Requirements

Minimum Experience Level
Over 3 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

Job Summary

Responsible for driving business growth and managing key automotive accounts across domestic and international markets. The role requires frequent overseas travel to meet customers, develop new business opportunities, support regional projects, and strengthen relationships with OEMs, Tier 1 suppliers, and global automotive manufacturers.

Key Responsibilities

- Develop and execute sales strategies to achieve revenue and profitability targets.
- Manage relationships with automotive OEMs, Tier 1, Tier 2, and international customers.
- Identify and secure new business opportunities in both local and overseas markets.
- Conduct regular overseas business trips to visit customers, attend meetings, and support regional projects.
- Lead commercial negotiations, including pricing, contracts, and long-term supply agreements.

- Coordinate customer programs, RFQs, and new product launches with cross-functional teams.
- Expand business with existing customers while developing new accounts in targeted regions.
- Monitor automotive market trends, competitor activities, and customer requirements across Asia and global markets.
- Represent the company at international exhibitions, trade fairs, and customer events.
- Prepare sales forecasts, business plans, and management reports while ensuring customer satisfaction and project success.

Qualifications

- Bachelor's Degree in Business Administration, Marketing, Engineering, Automotive Engineering, or related fields.
- Minimum 5 years of sales experience in automotive parts, components, or automotive manufacturing industry.
- Proven experience managing OEM, Tier 1, or multinational automotive customers.
- Strong business development and key account management skills.
- Experience handling international customers and regional projects.
- Excellent negotiation, presentation, and interpersonal communication skills.
- Good understanding of automotive manufacturing processes and supply chain operations.
- Fluency in English, both spoken and written, Chinese language proficiency (Mandarin) is highly preferred
- Ability to work independently and manage frequent travel schedules.
- Willingness and ability to travel overseas up to 50-70% of the time.

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Company Description