



PR/120399 | Business Planning Staff (Senior Supervisor)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1612790

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 15th, 2026 10:25

General Requirements

Minimum Experience Level

Over 6 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 Responsibilities

- Drive business development initiatives and proposal-based sales activities for automotive manufacturer (OEM) customers.
- Analyze market trends and explore opportunities to acquire new customers.
- Liaise and collaborate with headquarters and international affiliates to ensure smooth business operations.
- Handle commercial negotiations and pricing discussions for audio components with customers' procurement teams.
- Provide product-related technical explanations and engage in technical discussions with customers' engineering teams.
- Coordinate with the headquarters' engineering team to obtain technical information and support.
- Introduce and promote new products to existing customer accounts.

- Manage and strengthen relationships with current customers while gradually taking on additional responsibilities in new customer acquisition and business expansion.

Qualifications

- Bachelor's degree in Business Administration, Marketing, Engineering, or a related field.
- 5-8 years of experience in Sales, Business Development, Account Management, or OEM sales within the automotive industry.
- Experience working with automotive manufacturers (OEMs) is highly preferred.
- Strong negotiation, presentation, and relationship management skills.
- Ability to communicate technical concepts to both technical and non-technical audiences.
- Good command of English for daily communication with overseas stakeholders and headquarters.

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Company Description