

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
November 24th, 2026 05:00

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.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description