JAC Recruitment

タイの求人なら
JAC Recruitment Thailand

PR/120677 | JS Sales Manager

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621198

Industry
Automobile and Parts

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
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General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Job Responsibilities
This position is responsible for developing new customers and business opportunities in Thailand and across the ASEAN region. The successful candidate will understand customers' technical requirements, engineering drawings, and quality standards, while coordinating closely with internal engineering, quality, and manufacturing teams to drive projects from the RFQ stage through mass production launch.

- Manage existing customer accounts and strengthen long-term business relationships
- Develop new business opportunities with Japanese, Western, and local companies in Thailand
- Conduct sales activities targeting automotive, electrical, electronics, and Tier 1/Tier 2 manufacturers
- Identify target customers, conduct market research, visit clients, and introduce company products and solutions
- Review customer drawings and specifications, prepare quotations, and negotiate pricing and commercial terms
- Develop new business opportunities for metal terminals, stamped metal parts, and plastic injection-molded components
- Coordinate technical discussions related to tooling, prototyping, and mass production launches
- Support customer requirements related to APQP, PPAP, and other quality standards
- Monitor and manage the progress of new projects and business opportunities
- Coordinate with engineering, quality, and production teams at both the Thailand operation and the headquarters in Japan
- Explore and develop new markets and customers throughout the ASEAN region
- Track and report sales activities, RFQ status, project progress, and business forecasts regularly

Requirements
B2B sales experience in Japanese manufacturing environment
Business-level Japanese and English
Strong communication, negotiation, and leadership skills
Experience in automotive / plastic injection / mass production is an advantage

Location
Amata City Industrial Estate, Rayong
Salary
80,000 – 120,000 THB (depending on experience)
Working Condition
Monday – Friday + alternate Saturday
Working hours: 08:00 – 17:00
OT around 1-2 Hr/day

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