



PR/117111 | GM of Sales (Japanese Speaker)

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント タイランド

求人ID

1537222

業種

その他（メーカー）

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2025年04月30日 16:22

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Job Descriptions:

- Work exclusively with Japanese clients in various industries.
- Responsibilities include visiting clients to gather requirements, overseeing the design, production, and installation processes.
- Address any issues that arise and manage them effectively.
- Conduct meetings with the Japanese headquarters.
- Evaluate the performance of team members.
- Oversee overall accounting operations, with accounting staff handling day-to-day tasks. Ensure accurate reporting to the Japanese headquarters.

Requirements:

- Bachelor in any related field.
- Proven ability to lead and motivate a sales team to achieve targets and goals.

- Experience in developing and implementing sales strategies to drive business growth. Especially knowledge in Manufacturing Machines is highly advantage.
- Strong skills in building and maintaining relationships with key clients, particularly Japanese clients.
- Ability to analyze market trends and competitor activities to identify opportunities and threats.
- Excellent verbal and written communication skills in both Japanese (N2 or above) and English.
- Strong problem-solving skills to address client issues and internal challenges effectively.
- Expertise in negotiating contracts and closing deals.
- Understanding of financial principles to manage budgets and forecast sales performance.
- Knowledge of the industries served and the ability to understand technical requirements.

会社説明