



JAC Recruitment

We are recruitment specialists around the globe

Thailand

## PR/116646 | Sales Manager

### 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

1540343

#### 業種

自動車・自動車部品

#### 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07月02日 11:01

### 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

Location: Eastern Seaboard Industrial Estate (Rayong)

Salary: 100K. Total

Business: Automotive part manufacturer

### Job Description

- Evaluate production costs against quotation costs to assess profitability.
- Prepare the annual sales budget and conduct quarterly reviews.
- Analyze the differences between actual results, forecasts, and budgets.

- Address and resolve issues arising both within and outside the company.
- Prepare the annual sales budget and conduct quarterly reviews.
- Receive RFQs from customers, create quotations for new models, and follow up until the model is finalized.
- Plan for the smooth introduction of new models.
- Analyze and compare the profitability of each product model.
- Review selling prices in relation to production costs.
- Build and maintain strong relationships with customers.
- Coordinate with both domestic and international customers.
- Oversee operations to achieve departmental and company objectives.
- Manage contracts with both local and overseas customers and suppliers.
- Monitor stock movements.
- Develop and manage team members to enhance performance and achieve company KPIs.

#### Candidate Qualifications

- Bachelor's degree in marketing or related fields.
- Over 10 years of sales experience in a Japanese automotive company.
- Strong communication and negotiation skills.
- Ability to plan, analyze problems, and find solutions.
- Proficient in Microsoft Office programs.
- Knowledge of quality systems such as IATF16949 and ISO14001.
- Good command of written and spoken English.

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会社説明