



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

1549007

## 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22日 15:00

## 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.

**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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会社説明