



PR/118147 | General Manager (Sales & Marketing)

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

1559064

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10月07日 09:01

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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 Posting: Sales & Marketing - GM

Location: Sriracha, Chonburi

Employment Type: Full-Time

Industry: Manufacturing / Automotive

About the Role

We are seeking a dynamic and experienced Sales & Marketing - GM to lead our sales organization and drive strategic growth. The ideal candidate will have a strong background in sales leadership, customer relationship management, and cross-cultural coordination, particularly with Japanese stakeholders.

Key Responsibilities

- Lead the Sales & Marketing team to achieve ambitious sales and profit targets.
- Develop and maintain strategic relationships with key customers to ensure long-term business success.
- Coordinate and report sales strategies, performance, and challenges to Japanese headquarters in English.
- Manage and develop the sales team, including coaching, performance evaluation, and career progression.
- Analyze market trends and competitor activities to formulate effective sales strategies.

- Prepare and submit proposals and quotations for Japanese headquarters approval; support high-level client negotiations.

Qualifications

- Bachelor's degree or higher in Business, Marketing, Engineering, or a related field.
- Demonstrated success in team leadership and staff development.
- Proven track record in managing sales operations with full P&L responsibility.
- Strong negotiation, analytical, and problem-solving skills.
- Business-level proficiency in English.
- Background in manufacturing or automotive - Tier 1 related industries.

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