



PR/118243 | 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

1561561

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10月14日 11:01

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

Sales Manager – Summary

Role Objective:

Drive sales and strategic growth of OEM (engine oil, transmission oil, chemicals) for automotive manufacturers.

Key Responsibilities:

- Develop and execute OEM sales plans and pricing strategies.
- Lead contract negotiations, bidding, and product launches with R&D and production.
- Align local operations with global strategy through coordination with HQ and affiliates.
- Deliver technical proposals and value analysis presentations to OEM clients.
- Monitor KPIs, forecasts, and inventory; manage accounts receivable.
- Conduct market research and competitive analysis.
- Provide OEM-focused training to distributors and workshops.
- Mentor junior staff and manage strategic key accounts.

Required Skills:

- Bachelor's or master's degree in business administration or related field
- Basic understanding of automotive systems.
- Marketing expertise in push/pull strategies.
- Excellent communication, negotiation, and leadership skills.

- Project management and strategic thinking capabilities.

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会社説明