



PR/119302 | Vice President, Automotive Business – Global Market

#### 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

1583913

##### 業種

その他（商社）

##### 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

2026年06月02日 04:00

#### 応募必要条件

##### 職務経験

10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

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

POSITION: VICE PRESIDENT, Aftermarket Sales & Products

BUSINESS: AUTOMOTIVE PARTS

LOCATION: BANGKOK

SALARY: 300,000 – 350,000 THB

#### Job Overview

The Vice President, Aftermarket Sales & Products is a senior leadership role responsible for driving revenue growth, product strategy, and market expansion of the automotive aftermarket business, with a strong emphasis on overseas and international markets. This role oversees global aftermarket sales performance, product portfolio strategy, and cross-functional collaboration to strengthen market positioning and long-term profitability.

#### Key Responsibilities

- Lead global aftermarket sales strategy and drive revenue growth across overseas / international markets
- Expand international distribution networks, partnerships, and key accounts
- Own aftermarket product strategy, including portfolio, pricing, and lifecycle management
- Monitor global market trends, competitors, and customer needs to drive product differentiation
- Oversee sales performance, forecasting, and P&L for domestic and international markets
- Negotiate commercial terms with strategic customers and global partners
- Collaborate with engineering, supply chain, and manufacturing to ensure product readiness
- Align sales and product strategies with corporate growth objectives
- Lead, develop, and manage regional and international sales teams
- Ensure high customer satisfaction and long-term business sustainability

#### Qualifications & Experience

- Bachelor's degree in Engineering, Business, Marketing, or related field (MBA preferred)
- 15+ years' experience in automotive parts / aftermarket business
- Proven success in expanding overseas or international markets
- Strong background in aftermarket sales leadership and product management
- Experience managing regional or global sales organizations
- Solid commercial, pricing, and financial management expertise (P&L ownership)
- Strong understanding of automotive aftermarket products and channels
- Excellent negotiation and stakeholder management skills
- Fluent in Thai and English (both spoken and written)
- Willingness to travel internationally as required

#LI-JACTH

#citybangkok

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会社説明