



PR/119303 | SALES DIRECTOR - Automotive Parts

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

1583914

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

2026年04月21日 14:00

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: SALES DIRECTOR, Aftermarket Sales & Products

BUSINESS: AUTOMOTIVE PARTS

LOCATION: BANGKOK

SALARY: 150,000 – 200,000 THB

Job Overview

The Sales Director – Automotive Aftermarket is responsible for leading and executing sales strategies to drive revenue growth, market expansion, and profitability in the automotive aftermarket business. This role oversees sales operations, key accounts, distributor networks, and cross-functional collaboration to strengthen market presence and achieve sustainable growth.

Key Responsibilities

- Develop and implement sales strategies to achieve revenue, volume, and market share targets in the automotive aftermarket
- Lead and manage sales teams, distributors, and channel partners to ensure strong market coverage and execution
- Drive business growth through key account management, new customer acquisition, and market expansion
- Establish pricing strategies, sales forecasts, and commercial plans aligned with company objectives
- Monitor market trends, competitor activities, and customer needs to identify business opportunities
- Collaborate with product, supply chain, marketing, and after-sales teams to ensure product availability and customer satisfaction
- Negotiate commercial terms and agreements with customers and distributors
- Track sales performance, KPIs, and forecasts, and provide regular reporting to senior management
- Develop and mentor sales leaders and teams to build a high-performance sales organization

Qualifications & Experience

- Bachelor's degree in Business, Marketing, Engineering, or related field (MBA preferred)
- 10–15+ years of experience in automotive aftermarket sales or related industries
- Proven leadership experience managing sales teams and distributor networks
- Strong understanding of automotive aftermarket products, channels, and customer dynamics
- Demonstrated success in driving revenue growth and achieving sales targets
- Solid commercial acumen, including pricing, negotiation, and contract management
- Excellent communication, leadership, and stakeholder management skills
- Fluent in Thai and English (spoken and written)
- Willingness to travel as required

#LI-JACTH

#citybangkok

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会社説明