



PR/119326 | Japanese Speaking Sales (Automotive)

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

1583928

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05月05日 04:00

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

日常会話レベル

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

Key Responsibilities

- Proactively identify and develop new business opportunities with domestic and international manufacturers while nurturing long-term relationships with existing customers. Respond to inquiries and gain a deep understanding of customer needs to strengthen partnerships.
- Manage and execute end-to-end export/import transactions for automotive parts and resin products. Responsibilities include contract negotiations, order placement and processing, delivery schedule coordination, and logistics management.
- Conduct ongoing research on domestic and global market trends, competitor activities, and emerging technologies within the automotive parts and resin sectors to support effective sales planning and strategy formulation.
- Maintain close communication with local and overseas suppliers to obtain up-to-date information on product offerings, pricing structures, and supply capabilities, ensuring efficient and cost-effective procurement.
- Work collaboratively with management and cross-functional team members to design and execute targeted sales strategies for assigned products and geographic markets in order to meet or exceed sales objectives.
- Prepare detailed quotations and sales proposals aligned with customer specifications, including product details, pricing, and delivery timelines. Deliver clear and persuasive presentations as required.
- Address customer inquiries, concerns, and complaints in a timely and professional manner. Coordinate with internal quality control teams and suppliers to resolve product-related issues effectively.

- Actively contribute to achieving individual and team sales targets through consistent performance and proactive engagement.
- Work closely with internal departments to ensure seamless sales operations, accurate information sharing, and overall operational efficiency

Requirements

- Bachelor's degree in a relevant discipline.
- Minimum of 3 years' experience in a manufacturing environment or trading company.
- Strong proficiency in Microsoft Office applications, particularly Excel.
- Business-level Japanese proficiency (JLPT N2 or above preferred) and intermediate-level English communication skills.

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会社説明