



PR/119349 | SEA Sales Leader

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

1584430

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28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

流暢

日本語レベル

流暢

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 Responsibilities1. Market & Customer Development

- Lead commercial development across SEA with strong focus on **Japanese OEMs**
- Build executive-level relationships with **local J-OEM entities** and influence Japan HQ stakeholders
- Act as the **commercial face of SEA** for key OEM customers

2. Sales Execution & Go-to-Market

- Develop and execute **SEA go-to-market strategy**
- Own the full **sales funnel**: RFQs, quotations, nominations, and program launches
- Lead **pricing strategy, negotiations, and business case development**
- Drive **cross-BU selling** to increase share of wallet

3. Cross-Regional Coordination

- Serve as the **commercial bridge between SEA, Japan, and China**
- Ensure smooth handover from **HQ sourcing** to **SEA execution**
- Participate in **regional and global account governance**

4. Organization & Capability Building

- Build and develop the **SEA sales organization**
- Establish a strong **hunter mindset** and disciplined account management
- Implement **CRM, sales processes, and governance structures**

5. Internal Leadership

- Translate customer requirements into actions across **Engineering, Operations, and Supply Chain**
- Support **localization and JIT delivery** business cases
- Ensure compliance with internal **policy, governance, and quality standards**

Required

- **15–20+ years** of experience in **automotive OEM or Tier-1 sales**
- Strong track record working with **Japanese OEMs**
- Deep understanding of **RFQ and nomination processes**
- Proven ability to **open new customers or win new programs**

Preferred

- Japanese nationality or extensive experience working with Japan HQ / J-OEMs
- Solid exposure to **Southeast Asian automotive markets**
- Experience across multiple business units (Clean Air, MRS, Braking, Powertrain)
- Background in **matrix, multi-country organizations**

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会社説明