



PR/119416 | Sales Deputy General 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

1585975

業種

銀行・信託銀行・信用金庫

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07日 11:12

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

Key Responsibilities

Sales & Strategy

Lead end-to-end sales strategy and execution for forklift and industrial product lines

Achieve and exceed revenue, margin, and market share targets

Identify new business opportunities: logistics operators, factories, warehouses, industrial estates, fleet customers

Expand market presence through new customer acquisition and key account development

Leadership & Team Management

Manage and oversee Sales Managers and large sales teams (50+ people)

Set clear targets, KPIs, and performance standards

Coach, mentor, and develop sales managers and teams

Strengthen technical, solution-based, and consultative selling skills

Customer & Market Development

Maintain strong relationships with corporate and strategic customers

Provide customized solutions, including leasing and service contracts

Monitor market trends, customer needs, and competitor movement

Drive brand visibility, loyalty, and customer retention

Cross-functional Collaboration

Work closely with Service, Parts, and Operations teams

Deliver Total Solutions (Sales + Preventive Maintenance + Spare Parts)

Present sales performance, forecasts, and strategic plans to senior management

Participate in regional and global meetings with professional communication

Required Experience & Skills

Experience

- 10+ years of B2B sales experience in: Forklift, Industrial equipment, Automotive

Heavy machinery (acceptable adjacent industry)

- Proven experience managing large sales teams (50+ members)
- Strong exposure to: Fleet business, Leasing models, Service & maintenance contracts, Key account management

Skills

- Strong strategic and analytical thinking
- Advanced negotiation and closing skills
- CRM & sales pipeline management
- Excellent Thai & English communication
- Financial and business acumen
- Leadership, coaching, and people development

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