



PR/119807 | Fleet Sales 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

1599054

##### 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06月26日 10:50

#### 応募必要条件

##### 職務経験

6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

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: Fleet Sales Manager

Business: Automotive

Location: Bangkok

Salary: 50,000 – 80,000 THB

#### Key Responsibilities

1. Develop and drive sales strategies for fleet vehicle sales targeting government agencies, state-owned enterprises, and public sector organizations.
2. Lead and manage the sales team by setting KPIs, defining sales targets, and enhancing team capabilities to achieve business objectives.
3. Oversee the sales pipeline, including forecasting and performance analysis, to support strategic decision-making.

4. Manage government tender processes by analyzing Terms of Reference (TOR) and handling projects from proposal submission through to delivery.
5. Control and monitor budgets, costs, and profitability (P&L) to ensure alignment with organizational targets.
6. Build and maintain strong relationships with government entities, partners, and key stakeholders.
7. Collaborate with internal departments to drive project execution and improve operational efficiency.
8. Monitor market trends and identify new business opportunities to expand the customer base and strengthen competitiveness.

#### Qualifications

1. Bachelor's degree or higher in Engineering or a related field.
2. Minimum of 7 years' experience in fleet sales, government sales, or tender-based sales.
3. Proven experience in sales team management or project management.
4. Strong knowledge of government procurement processes and e-GP (electronic government procurement) systems.
5. Solid understanding of budgeting, cost control, and Profit & Loss (P&L) management.
6. Excellent strategic thinking, negotiation, and leadership skills.
7. Ability to analyze sales forecasts and effectively manage sales pipelines.
8. Strong interpersonal and communication skills with the ability to build relationships with corporate clients and government agencies.
9. Willingness to travel upcountry or work off-site as required.
10. Existing network within government sectors or experience in the automotive industry will be an advantage.

#LI-JACTH

#citybangkok

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会社説明