



タイの求人なら
JAC Recruitment Thailand

PR/120320 | Regional 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
1609925

業種
化学・素材

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09月01日 10:43

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

We are seeking an experienced and results-driven Regional Sales Manager to lead business growth across Southeast Asia. The successful candidate will be responsible for developing regional sales strategies, managing key customer relationships, identifying new business opportunities, and driving revenue growth across multiple countries within the region.

Key Responsibilities

- Develop and execute regional sales strategies to achieve business objectives and revenue targets.
- Manage and expand relationships with key accounts, distributors, and business partners across Southeast Asia.
- Identify new market opportunities and drive business development initiatives.
- Monitor market trends, competitor activities, and customer requirements.
- Negotiate commercial agreements and support contract management.
- Collaborate closely with cross-functional teams including Marketing, Supply Chain, Technical Service, and Product

Management.

- Prepare sales forecasts, budgets, and performance reports.
- Lead customer engagement activities and represent the company at industry events and trade exhibitions.
- Ensure achievement of sales KPIs and profitability targets.

Qualifications

- Bachelor's Degree in Business Administration, Marketing, Engineering, Chemistry, or related field.
- Minimum 8-10 years of B2B sales experience, preferably in industrial, chemical, manufacturing, or related sectors.
- Proven track record of managing regional accounts and achieving sales growth.
- Strong commercial acumen and negotiation skills.
- Experience working across multiple Southeast Asian markets.
- Excellent communication and stakeholder management skills.
- Fluent in English; additional Asian language skills are advantageous.
- Willingness to travel frequently within the region.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明