



PR/120330 | Senior Sales Manager (Agricultural Machinery)

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

1611426

業種

その他（メーカー）

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08日 11:58

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 a strong sales leader to oversee and drive the overall sales performance of the business in Thailand. This role will lead the sales team, manage dealer relationships, and ensure the successful execution of sales strategies to achieve business targets.

The ideal candidate is a proactive and hands-on leader who enjoys working closely with dealers and frontline teams to identify opportunities, solve challenges, and deliver sustainable sales growth.

Job Responsibilities

- Develop and implement sales strategies to grow sales and achieve business targets
- Lead overall sales performance, including sales targets, forecasts, and sales pipeline management
- Manage, coach, and develop Sales Managers and Sales Representatives
- Drive sales growth across all regions and dealer channels

- Monitor sales performance and identify areas for improvement
- Support and improve underperforming dealers, regions, and sales teams
- Build and maintain strong relationships with dealers across Thailand
- Negotiate with dealer owners, key customers, and business partners
- Work with finance partners to support sales opportunities and deal closure
- Establish and improve sales KPIs, processes, and performance tracking
- Work closely with Marketing, After Sales, and other departments to support business growth
- Prepare sales reports, forecasts, and business updates for senior management
- Visit dealers and customers regularly to understand market needs and improve sales execution

Requirements.

- Bachelor's degree in Business, Marketing, or a related field
- Proven experience in a senior sales leadership role with strong experience leading and developing sales teams
- Experience managing dealer networks and dealer relationships
- Proven track record of achieving sales targets and driving business growth
- Strong understanding of sales planning, forecasting, pipeline management, and KPI tracking
- Experience analyzing sales performance and implementing improvement plans
- Strong negotiation and relationship-building skills
- Experience presenting business results and recommendations to senior management
Excellent leadership, communication, and coaching skills
- Willing to travel regularly within Thailand

If you are interested, click **APPLY NOW**. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

#LI-JAC

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会社説明