

PR/120393 | SENIOR SALES EXECUTIVE - Automotive Parts

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
1612786

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10月27日 07:00

応募必要条件

職務経験
3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

Job Summary

Responsible for driving business growth and managing key automotive accounts across domestic and international markets. The role requires frequent overseas travel to meet customers, develop new business opportunities, support regional projects, and strengthen relationships with OEMs, Tier 1 suppliers, and global automotive manufacturers.

Key Responsibilities

- Develop and execute sales strategies to achieve revenue and profitability targets.
- Manage relationships with automotive OEMs, Tier 1, Tier 2, and international customers.
- Identify and secure new business opportunities in both local and overseas markets.
- Conduct regular overseas business trips to visit customers, attend meetings, and support regional projects.
- Lead commercial negotiations, including pricing, contracts, and long-term supply agreements.

- Coordinate customer programs, RFQs, and new product launches with cross-functional teams.
- Expand business with existing customers while developing new accounts in targeted regions.
- Monitor automotive market trends, competitor activities, and customer requirements across Asia and global markets.
- Represent the company at international exhibitions, trade fairs, and customer events.
- Prepare sales forecasts, business plans, and management reports while ensuring customer satisfaction and project success.

Qualifications

- Bachelor's Degree in Business Administration, Marketing, Engineering, Automotive Engineering, or related fields.
- Minimum 5 years of sales experience in automotive parts, components, or automotive manufacturing industry.
- Proven experience managing OEM, Tier 1, or multinational automotive customers.
- Strong business development and key account management skills.
- Experience handling international customers and regional projects.
- Excellent negotiation, presentation, and interpersonal communication skills.
- Good understanding of automotive manufacturing processes and supply chain operations.
- Fluency in English, both spoken and written, Chinese language proficiency (Mandarin) is highly preferred
- Ability to work independently and manage frequent travel schedules.
- Willingness and ability to travel overseas up to 50-70% of the time.

#LI-JACTH

#citybangkok

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会社説明