

PR/120399 | Business Planning Staff (Senior Supervisor)

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
1612790

業種
その他（商社）

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11月24日 05:00

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
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 Responsibilities

- Drive business development initiatives and proposal-based sales activities for automotive manufacturer (OEM) customers.
- Analyze market trends and explore opportunities to acquire new customers.
- Liaise and collaborate with headquarters and international affiliates to ensure smooth business operations.
- Handle commercial negotiations and pricing discussions for audio components with customers' procurement teams.
- Provide product-related technical explanations and engage in technical discussions with customers' engineering teams.
- Coordinate with the headquarters' engineering team to obtain technical information and support.
- Introduce and promote new products to existing customer accounts.

- Manage and strengthen relationships with current customers while gradually taking on additional responsibilities in new customer acquisition and business expansion.

Qualifications

- Bachelor's degree in Business Administration, Marketing, Engineering, or a related field.
- 5-8 years of experience in Sales, Business Development, Account Management, or OEM sales within the automotive industry.
- Experience working with automotive manufacturers (OEMs) is highly preferred.
- Strong negotiation, presentation, and relationship management skills.
- Ability to communicate technical concepts to both technical and non-technical audiences.
- Good command of English for daily communication with overseas stakeholders and headquarters.

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