



PR/120465 | Sales Manager – Automotive Coatings

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

1614278

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22日 10:42

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

流暢

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

Our client is seeking an experienced and motivated **Sales Manager** to develop and grow its **Automotive Coatings** business in Thailand.

This role will focus on identifying new business opportunities, building strong customer relationships, and managing projects from product specification through testing, approval, and production launch. As the first employee in Thailand, you will play a key role in establishing the company's local presence and driving long-term business growth.

This is a **home-based position** reporting directly to the **Head of Automotive in Germany**, with close collaboration with regional commercial and technical teams across Asia. The role offers a high level of ownership and the opportunity to help build the business in Thailand from the ground up.

Job Responsibilities

- Develop and expand the automotive coatings business in Thailand.
- Identify and win new business opportunities with OEMs, Tier 1 suppliers, automotive component manufacturers, plastic component manufacturers, and coating applicators.
- Build and maintain strong relationships with key customer decision-makers across commercial, engineering, production, and quality functions.
- Manage projects from customer specification, product trials, testing, approval, and SOP implementation.
- Work closely with regional commercial and technical teams to support customer projects and business growth.
- Monitor market trends, customer activities, and competitor developments.
- Prepare sales forecasts and support business planning activities.
- Represent the company in customer meetings, technical discussions, and industry events.
- Contribute to the long-term growth and expansion of the business in Thailand.

Requirements.

- Bachelor's degree in Engineering, Chemistry, Materials Science, Business Administration, or a related field.
- More than 7 years of experience in Sales, Business Development, Key Account Management, or a similar commercial role.
- Experience within Automotive Coatings, Industrial Coatings, Specialty Chemicals, Performance Materials, or related industries.
- Strong understanding of Thailand's automotive industry and supply chain.
- Existing network with OEMs, Tier 1 suppliers, automotive parts manufacturers, plastic component manufacturers, or coating applicators.
- Proven track record in developing new business and securing customer projects.
- Experience managing product specifications, qualification processes, testing, approvals, and new project launches.
- Ability to work effectively with commercial, engineering, quality, and production teams.
- Strong communication, relationship-building, and negotiation skills.
- Self-driven, proactive, and comfortable working independently.
- Fluent in Thai and able to communicate effectively in English.

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