

PR/120677 | JS 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
1621198

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11月03日 10:59

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
ビジネス会話レベル

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
This position is responsible for developing new customers and business opportunities in Thailand and across the ASEAN region. The successful candidate will understand customers' technical requirements, engineering drawings, and quality standards, while coordinating closely with internal engineering, quality, and manufacturing teams to drive projects from the RFQ stage through mass production launch.

- Manage existing customer accounts and strengthen long-term business relationships
- Develop new business opportunities with Japanese, Western, and local companies in Thailand
- Conduct sales activities targeting automotive, electrical, electronics, and Tier 1/Tier 2 manufacturers
- Identify target customers, conduct market research, visit clients, and introduce company products and solutions
- Review customer drawings and specifications, prepare quotations, and negotiate pricing and commercial terms
- Develop new business opportunities for metal terminals, stamped metal parts, and plastic injection-molded components
- Coordinate technical discussions related to tooling, prototyping, and mass production launches
- Support customer requirements related to APQP, PPAP, and other quality standards
- Monitor and manage the progress of new projects and business opportunities
- Coordinate with engineering, quality, and production teams at both the Thailand operation and the headquarters in Japan
- Explore and develop new markets and customers throughout the ASEAN region
- Track and report sales activities, RFQ status, project progress, and business forecasts regularly

Requirements
B2B sales experience in Japanese manufacturing environment
Business-level Japanese and English
Strong communication, negotiation, and leadership skills
Experience in automotive / plastic injection / mass production is an advantage

Location
Amata City Industrial Estate, Rayong
Salary
80,000 – 120,000 THB (depending on experience)
Working Condition
Monday – Friday + alternate Saturday
Working hours: 08:00 – 17:00
OT around 1-2 Hr/day

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