



PR/116646 | Sales Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1519911

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 15th, 2025 09:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Location: Eastern Seaboard Industrial Estate (Rayong)

Salary: 100K. Total

Business: Automotive part manufacturer

Job Description

- Evaluate production costs against quotation costs to assess profitability.
- Prepare the annual sales budget and conduct quarterly reviews.
- Analyze the differences between actual results, forecasts, and budgets.

- Address and resolve issues arising both within and outside the company.
- Prepare the annual sales budget and conduct quarterly reviews.
- Receive RFQs from customers, create quotations for new models, and follow up until the model is finalized.
- Plan for the smooth introduction of new models.
- Analyze and compare the profitability of each product model.
- Review selling prices in relation to production costs.
- Build and maintain strong relationships with customers.
- Coordinate with both domestic and international customers.
- Oversee operations to achieve departmental and company objectives.
- Manage contracts with both local and overseas customers and suppliers.
- Monitor stock movements.
- Develop and manage team members to enhance performance and achieve company KPIs.

Candidate Qualifications

- Bachelor's degree in marketing or related fields.
- Over 10 years of sales experience in a Japanese automotive company.
- Strong communication and negotiation skills.
- Ability to plan, analyze problems, and find solutions.
- Proficient in Microsoft Office programs.
- Knowledge of quality systems such as IATF16949 and ISO14001.
- Good command of written and spoken English.

Company Description