



PR/116646 | 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

1519911

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

2025年02月04日 11:42

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

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.

会社説明