



JAC Recruitment

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Thailand

PR/117099 | Regional Sales Manager (FMCG)

Job Information

Recruiter[JAC Recruitment Thailand](#)**Job ID**

1537216

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 30th, 2025 16:21

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

Key Responsibilities:

- Develop and implement sales strategies to achieve regional sales targets and objectives.
- Lead, mentor, and motivate a team of sales representatives to maximize their potential and performance.
- Monitor and analyze sales performance metrics to identify areas for improvement and growth.
- Build and maintain strong relationships with key clients, partners, and stakeholders.
- Conduct market research to stay updated on industry trends, competitor activities, and customer needs.
- Prepare and present regular sales reports and forecasts to senior management.
- Collaborate with marketing and product development teams to align sales strategies with business goals.

- Ensure compliance with company policies, procedures, and ethical standards.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field (Master's degree preferred).
- Minimum of 5 years of experience in sales management, preferably in FMCG.
- Proven track record of achieving and exceeding sales targets.
- Strong leadership and team management skills.
- Excellent communication, negotiation, and interpersonal skills.
- Excellent communication skill in Thai and English.
- Ability to analyze data and make informed decisions.
- Proficiency in CRM software and Microsoft Office Suite.
- Willingness to travel as required.

Company Description