



PR/117212 | Overseas Sales Manager (food industry)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1539258

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

May 13th, 2025 10:33

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

Qualifications:

- Bachelor's degree in business administration or related field.
- Experience 8 – 10 years in overseas sales or export sales manager. (Food manufacturing)
- Fluent in English with strong problem-solving, strategic thinking, and analytical skills.
- Able to cope with different cultures across countries and different time zones
- Able to be on business trips and visit factory.
- Must have driver's license and own car.

Job descriptions:

- Negotiate and build relationships with suppliers, partners, and global clients.
- Create and execute plans to penetrate new markets, build partnerships, and increase sales.
- Working closely with key distributors for business development.
- Cooperate with broker to expand their business.
- Building and maintaining relationships with customers and distributors.

- Take care oversea customer when they come to see products factory.
- Visit the factory in the upcountry to inspect quality 1–2 times per month.
- Leads and supervises a sales team.

Benefits:

- Bonus
- Social insurance
- Holiday

Company Description