



## PR/117076 | Key Account Manager (Modern Trade) - Food

### Job Information

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

1540573

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 4th, 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

#### Key Responsibilities:

- **Account Management:** Develop and maintain strong relationships with key accounts in the modern trade and hypermarket channels.
- **Sales Strategy:** Implement sales strategies to achieve revenue targets and market share growth.
- **Negotiation:** Negotiate terms of trade, pricing, and promotional activities with key accounts.
- **Market Analysis:** Monitor market trends, competitor activities, and customer preferences to identify opportunities for growth.
- **Promotional Activities:** Plan and execute promotional activities to drive sales and enhance brand visibility.
- **Inventory Management:** Ensure optimal stock levels and manage inventory to prevent stockouts or overstock situations.
- **Reporting:** Prepare regular sales reports and forecasts for management review.
- **Collaboration:** Work closely with the marketing, supply chain, and finance teams to ensure alignment and effective execution of sales plans.
- **Customer Service:** Address and resolve any issues or concerns raised by key accounts to maintain high levels of customer satisfaction.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Minimum of 5 years of experience in key account management (modern trade, hypermarket)
- Strong negotiation and communication skills.
- Excellent analytical and problem-solving abilities.
- Proficiency in MS Office and CRM software.
- Ability to work independently and as part of a team.
- Excellent communication skill in English.
- Able to travel as needed.

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Company Description