



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 18th, 2025 10:01

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.

Company Description