



## PR/116731 | Sales representative (Modern Trade)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1540637

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 18th, 2025 11:01

### 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

**Qualifications:**

- Bachelor's degree in business administration, or other relevant fields.
- Have at least 3 - 5 years of sales in FMCG or modern trade business.
- Fluent in English for both spoken and written.
- Able to use computer programs well such as Word, Excel.
- Have a driver's license and personal car.
- Able to be on business trips.

**Responsibilities:**

- Manage sales for assigned modern trade accounts, including supermarkets, department stores, and other retail outlets.
- Prepare sales orders, promotional campaigns, and product sampling plans to boost visibility and sales volume.
- Conduct regular market visits to collect feedback from customers and ensure the availability of products on shelves.
- Collaborate with marketing teams to develop effective promotional strategies tailored to different accounts.
- Build and maintain strong relationships with clients and identify new business opportunities
- Work to increase sales and product placement in modern trade channels.
- Essential duties include lead generation, product demonstrations, and resolving customer inquiries to ensure satisfaction.

**Benefits:**

- Commission
- Car Maintenace
- Social insurance
- Telephone

---

Company Description