



JAC Recruitment

We are recruitment specialists around the globe

Thailand

PR/117382 | On Premise Key Account Manager

Job Information

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

1543436

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 13:01

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

Our client is a global energy drink company.

As the Key Account Manager for On Premise, you drive product distribution and sales at key accounts in Thailand, fostering long-term relationships with top customers.

You develop strategies based on industry and consumer insights to ensure continuous brand growth, meeting sales and distribution targets.

Responsibilities:

- Develop long-term visions for distribution and sales.
- Align with local marketing on insights.
- Plan annual business for Key Accounts, including budget and volume forecasts.

- Maximize existing customer performance.
- Acquire new customers nationally.
- Negotiate win/win partnership agreements.
- Collaborate with internal and external stakeholders such as buyer, sales & marketing manager, controllers, logistics manager and CEOs
- Track and report on performance and growth.
- Maintain data in the Key Account Tracker, updating HQ twice a year.
- Build relationships with key stakeholders including distribution partner and onsite managers
- Promote the brand in your network
- Ensure excellence in all activities, maintaining the brand's premium image.

Qualifications:

- More than 5 years of FMCG sales experience (preferably On Trade).
- Key Account Management experience (preferred).
- Proven sales and trade marketing success with strategy development and implementation skills.
- Strong planning and organizational skills.
- Self-motivated and able to work independently.
- Fluent in both Thai and English.

Interested applicants, please click [APPLY NOW](#). Due to the high number of applicants, we regret to inform that only shortlisted candidates will be contacted. Thank you for your understanding.

#LI-JACTH

Company Description