



PR/116731 | Sales representative (Modern Trade)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1549025

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 19th, 2025 16:00

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 Maintenance
- Social insurance
- Telephone

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description