



JAC Recruitment

We are recruitment specialists around the globe

Thailand

PR/117382 | On Trade Key Account Manager (Beverage Product)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1549207

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 17:08

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.
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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

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