



## PR/117384 | Sales Supervisor (FMCG)

### Job Information

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

1549209

**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.

The Sales Supervisor ensures excellent in-store execution, reduces out-of-stock issues, and drives sales growth. They lead a high-performing team to meet targets in Off Premise accounts. They also train their team on the "Power Selling" process and build relationships with distribution partner field forces.

**Responsibilities:**

- Coach Sales Activators and Distribution Partner Representative on sales principles, journey planning, problem solving and in-store standards.
- Help Sales Activators reduce out-of-stocks and increase compliance.
- Lead the team to meet targets and optimize territory coverage.

- Ensure effective journey planning and use tools to help meet targets.
- Analyze team performance to identify strengths and areas for improvement.
- Adjust sales tactics based on insights to better meet store demands.
- Optimize routes to maximize customer visits and minimize travel time.
- Use tools for route planning and periodically review effectiveness.
- Ensure product visibility and support promotional campaigns.
- Collaborate with sales and marketing teams to improve in-store execution and customer engagement.

**Qualifications:**

- More than 3 years of experience in sales and marketing or as a merchandising team lead.
- Solid understanding of Off Premise Channels (Modern trade & General trade).
- Knowledge of Selling, Category and Trade Marketing Principles.
- Ability to work independently and as part of a team.
- Strong commercial acumen.
- Able to drive a car and ride a motorbike.
- Willingness to travel to up-country locations.
- Good 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

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**Company Description**