



PR/117555 | Sales Manager (HORECA)

Job Information

Recruiter
[JAC Recruitment Thailand](#)
Job ID

1549410

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

July 22nd, 2025 08:00

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

Type of Business : Frozen Food & Bakery, Food Ingredient, Dairy, etc.

Working Hour : Mon-Fri 08.00-17.00

Office Location : Bangkok

Job Description :

- Develop sales strategies for key segments of HORECA and propose foodservice products to the clients and key decision makers.
- Address product distribution gaps with internal teams and the distributors, ensuring timely product supply and deliveries.
- Drive revenue growth and identify new business opportunities.
- Build strong relationships with key stakeholders including chefs, F&B managers, and purchasing teams, etc.
- Communicate regularly with customers about orders, deliveries, and menu planning.
- Follow up on service or product-related concerns.
- Plan and coordinate business meetings and culinary workshops.

Qualification :

- Degree in relevant field, BBA, Hospitality, Food Science, Marketing, etc.
- 5+ years of sales experience in foodservice (HORECA) channel
- Good communication skills in Thai and English (able to work with international team).
- Excellent interpersonal, negotiation, and customer service skills.
- Self-motivated, adaptable, and passionate about food.
- Willing to travel extensively within Thailand
- Proficient in MS Office and CRM tools

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Company Description