



## PR/117913 | Export Sales (FMCG Product)

### Job Information

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

1556223

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

August 26th, 2025 10:10

### 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 — a leading distribution company is looking for an Export Sales professional with a strong global network.

**Job Responsibilities:**

- Develop and manage relationships with global importers and distributors of FMCG products.
- Identify new export opportunities and expand into international markets.
- Oversee end-to-end export operations, including documentation, shipping, and compliance.
- Negotiate pricing, Incoterms, and contract terms with overseas clients.
- Coordinate with internal teams (sales, logistics, finance) to ensure smooth order fulfillment.
- Monitor market trends and competitor activities in target regions.

- Represent the company at trade shows, exhibitions, and networking events to promote products.
- Prepare regular sales reports and forecasts for management.

**Job Requirements:**

- Proven experience in FMCG export sales.
- Strong network and connections with global importers.
- In-depth knowledge of Incoterms and international trade regulations.
- Fluency in Thai and English (spoken and written).
- Excellent negotiation, communication, and interpersonal skills.
- Ability to work independently and manage multiple international accounts.
- Familiarity with export documentation and logistics processes.
- Proficiency in MS Office; experience with CRM tools is a plus.

If you are interested, click "APPLY NOW." Please note that only shortlisted candidates will be contacted due to the high volume of applications. Thank you for your understanding.

#LI-JACTH

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## Company Description