PR/118052 | Sales Manager - Food (MT & HORECA)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1559809

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
September 30th, 2025 10:34

General Requirements

Career Level
Mid Career

Minimum English Level
None

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Responsibilities

- Develop and execute divisional sales plans aligned with company goals.
- Analyze market trends and set clear targets and KPIs.
- Lead and coach the sales team. Conduct performance reviews and training to drive results.
- Build strong relationships with key clients. Resolve issues and collaborate with internal teams to meet customer needs.
- Monitor sales performance, ensure market coverage, and manage pricing and promotions.
- Work with production, logistics, and QA to ensure product availability and service quality.
- Prepare sales reports and track key metrics including revenue, margin, and market share.

Qualifications

- Bachelor's degree in Business, Marketing, or related field.
- Minimum 6 years of sales experience with 3+ years in a managerial role in FMCG or food industry.
- Proven success in leading sales teams and achieving targets.
- Strong knowledge of food industry and B2B/B2C sales.
- Excellent communication skill in both Thai and English.
- Skilled in leadership, negotiation, and communication.

- Proficient in CRM tools and Microsoft Office.

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.

Privacy Policy Link: https://www.jac-recruitment.th/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.th/terms-of-use

Company Description