



PR/118451 | Sales Manager (POS F&B)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1565020

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 20th, 2026 09:01

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

Location: Jatujak area

Salary: 40,000 – 70,000 THB excluded commission

Our client is an international POS (F&B) company. They are looking for Sales Manager to lead direct sales of POS and order solutions to restaurants, starting in Bangkok. Reporting to the Founder, you'll build client relationships, validate our product in the Thai F&B market, and later grow and lead a small sales team.

Key Responsibilities:

- Sell cloud-based POS systems and ordering tools to restaurants and F&B businesses, starting in Bangkok.
- Identify and close deals with local restaurant owners using market insights.
- Conduct cold/warm calls to build a strong sales pipeline.
- Support localization of sales materials and product demos for the Thai market.
- Build and maintain client relationships through onboarding and follow-ups.

- Provide market feedback to improve product fit.
- Train and lead future sales team members as the team grows.
- Assist with English-Thai translation during meetings and documentation.

Requirements

- Bachelor's degree in Business, Marketing, or related field.
- 3–5 years of sales experience in B2B tech, SaaS, or F&B, with a strong track record.
- Fluent in Thai and English; Chinese is a plus.
- Proven ability to manage full sales cycle independently.
- Deep understanding of Thai F&B market and restaurant operations.
- Strong interpersonal skills and cultural awareness.
- Startup mindset: proactive, adaptable, and able to work in a small team.

Interested candidate, please send your resume in English to us via this post
JAC Personnel Recruitment Ltd
Website : <https://www.jac-recruitment.co.th>

#LI-JACTH
#citybangkok

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Company Description