



PR/118454 | Sales Officer (Business Use)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1565021

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 6th, 2026 06:00

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

Sales Officer (HORECA)

Salary: 25,000 – 35,000THB

Location: The Regent House Building (near BTS Ratchadamri).

Our client is a specialize in the production of processed and ready-to-eat foods

Key Responsibilities of the position:

- Present and sell products to B2B customers, conduct regular visits, and plan promotions to meet sales targets.
- Research trends and competitor data (price/taste) to generate new product concepts (NPD).
- Coordinate with internal departments (R&D, Planning, Warehouse), control inventory to avoid stock-outs, process production requests, and provide weekly sales analysis to management.
- Plan and promote both new and existing company products to meet established sales targets.

- Report sales progress, analyze sales data, summarize findings, and inform management on a weekly basis.

Qualifications

- Education: Bachelor's degree in Food Science or a related field.
- Experience: 3+ years in sales, preferably in processed food and B2B settings (e.g., department store/cafe sales).
- Excellent communication, negotiation, and problem-solving skills; service-minded and hard-working.
- Must hold a driver's license

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Company Description