



## 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

**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.

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#### Company Description