



PR/118663 | Sales & Marketing Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1569003

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

February 24th, 2026 03:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Sales & Marketing Manager

Location: Samut Sakhon, Thailand

Salary: up to 100,000 THB per month

Working Days: Monday – Friday

Working Hours: 08:00 – 18:00

Key Responsibilities

- Develop and execute sales strategies to achieve annual revenue and profit targets.
- Manage key accounts, build strong client relationships, and identify new business opportunities.
- Lead and supervise the sales team, including task allocation, coaching, and performance monitoring.
- Analyze market trends, competitors, and consumer behavior to support planning and forecasting (focus on **Wet Market & Food Service**).
- Coordinate with Marketing, Production, Supply Chain, and Finance teams to ensure smooth operations.
- Prepare monthly and quarterly sales reports, forecasts, and performance summaries.
- Drive new product launches and initiatives to boost sales.
- Ensure compliance with company policies, pricing structures, and sales guidelines.

Qualifications

- Bachelor's degree in Business Administration, Marketing, or related field.

- Minimum 5–7 years of experience in sales within **FMCG, Food Industry**, or related sectors.
- Proven track record in achieving sales targets and managing key accounts.

Additional Skills

- Strong leadership and team management capabilities.
- Excellent communication, negotiation, and presentation skills.
- Analytical mindset with ability to use data for decision-making.
- Customer-focused with strong problem-solving skills.
- Ability to coordinate across multiple departments.
- Good command of English (spoken and written).
- Willingness to travel domestically as required.

Benefits

- Annual Bonus
- Provident Fund
- Social Security
- Health & Life Insurance
- Company Shuttle Service
- Uniform
- Birthday & New Year Gifts
- Fitness Room
- Other benefits as per labor law

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Company Description