



PR/118702 | SENIOR SALES - Food B2B

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1569750

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 10:31

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Daily Conversation

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Role Summary:

Drive sales growth in B2B channels including HoReCa, QSR, catering, canteens, meal-kit producers, and food manufacturers. Manage key accounts, acquire new clients, and deliver tailored solutions to meet customer needs.

Key Responsibilities:

- Develop and maintain relationships with B2B clients.
- Identify new business opportunities and close deals.
- Negotiate pricing, contracts, and service agreements.
- Collaborate with internal teams (Supply Chain, QA, R&D) for product fit and service excellence.
- Monitor market trends and competitor activities.

Qualifications:

- Bachelor's degree in Business, Food Science, or related field.
- 5+ years of B2B food sales experience.
- Strong negotiation and account management skills.
- Knowledge of food industry standards and operations.

- Proficient in English communication.

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Company Description