



PR/118917 | Regional On-Premise Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1574745

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 04:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is looking for a passionate and driven Regional On-Premise Manager to strengthen their brand presence across nightlife, F&B and hospitality channels. In this role, you will lead a team of On-Premise Executives, build strong relationships with key venues and execute the on-premise strategy with excellence.

Responsibilities

- Drive sales and marketing activities across on-premise channels in your assigned region.
- Ensure strong market coverage through regular field visits and close teamwork with the On-Premise team.
- Build and maintain relationships with key accounts including bars, restaurants, lounges and nightlife venues.
- Manage partnership agreements, budgets and resources to maximize return on investment.
- Ensure all on-premise execution meets company standards, including visibility, menu listings, cooler placement and

event activation.

- Analyze market trends, competitor activity and account performance to support business decisions.
- Train, coach and support the On-Premise Executives to deliver high performance.
- Implement national and regional business plans according to company guidelines.

Requirements

- At least 5 years of experience in sale or on-premise channel management (FMCG or beverage preferred).
- Strong leadership experience managing field teams.
- Analytical mindset with the ability to interpret market and account data.
- Excellent communication and relationship-building skills.
- Willingness to work flexible hours, including evenings and events.
- High energy, customer-focused, and aligned with company brand culture.
- Strong English communication skills

Interested applicants, please click APPLY NOW. Only shortlisted candidates will be contacted due to the high volume of applications.

Thank you for your understanding.

#LI-JACTH

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Company Description