



PR/118983 | Sales & Marketing Representative

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1579767

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 05:00

General Requirements

Minimum Experience Level

Over 3 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

Position: Sales & Marketing Representative

Location: Pathum Thani (Science Park area), Thailand

Salary: 35,000 – 60,000 THB Responsibilities:

- Deliver sales according to budgets and management policy, preparing and executing comprehensive sales plans.
- Serve as the primary point of contact for technical and strategic customer needs, nurturing leads and documenting interactions.
- Manage existing distributors and identify new cooperation opportunities within Thailand, Indonesia, and potentially Vietnam.
- Coordinate technical services for accounts, positioning a portfolio of food enzymes and applications effectively.
- Lead and support contract negotiations alongside relevant internal stakeholders.

- Monitor competitive threats at key accounts and prioritize activities for future business growth.

Qualifications:

- Minimum 3 years of experience in B2B technical sales, specifically within food ingredients.
- Bachelor's degree in Food Science or a related field (Master's degree preferred for fresh graduates).
- Understanding of food science and enzymes is highly advantageous.
- Proficiency in Japanese and interest in Japanese culture.
- Must own a car and be able to travel domestically and internationally (expected travel of at least one week per month).

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