



## PR/119892 | Key Account Manager (Sport Retail)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1599105

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 26th, 2026 10:51

### 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

Key Account Manager – Sport Fashion Retail

#### About the Company

The Company is one of the fast growing sport fashion retailer/brand offering performance and lifestyle apparel, footwear, and accessories. With a strong presence across retail and e-commerce channels

#### Key Responsibilities

- Manage and grow strategic retail accounts, acting as the main point of contact.
- Drive sales performance, revenue growth, and account profitability.
- Develop and execute joint business plans (JBP) with key partners.
- Negotiate pricing, promotions, and commercial agreements.

- Plan and optimize product assortments based on sales data and trends.
- Collaborate with marketing on campaigns, launches, and in-store execution.
- Monitor KPIs (sell-through, inventory, forecast accuracy) and take action.
- Coordinate cross-functionally with merchandising, supply chain, and marketing teams.

#### Qualifications

- Bachelor's degree in Business, Marketing, or related field.
- 3–7+ years of experience in key account management, sales, or retail (sport/fashion preferred).
- Strong understanding of sport fashion/athleisure market.
- Proven track record of managing key accounts and driving growth.
- Excellent negotiation, communication, and relationship management skills.
- Strong analytical skills (Excel/data-driven decision making).
- Ability to work in a fast-paced, cross-functional environment.

Interested candidates, please send your resume in English to us.

JAC Personnel Recruitment Ltd  
10F Emporium Tower, 622 Sukhumvit Soi 24, Klongton, Klongtoey, Bangkok 10110

Contact: K. Napaphach  
Office Number: 066-097-2958  
Time: 9:00 AM – 6:00 PM  
Website: <https://www.jac-recruitment.co.th>

#LI-JACTH  
#citybangkok

**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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>  
Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

---

#### Company Description