



PR/119906 | Country Lead (Agrochemicals)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1599112

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 10:51

General Requirements

Minimum Experience Level

Over 10 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

The Country Lead role will be the main pioneer for the market/commercial expansion in driving sales growth across crop protection products and developing strong distribution networks. The role requires a deep understanding of the local agricultural market and the ability to collaborate with regional stakeholders.

Job Description:

- Lead the development and execution of a strategy to expand market share in Thailand.
- Translate business objectives into clear plans and actionable roadmaps, ensuring consistent delivery against short- and long-term targets.
- Establish and expand the company's presence by actively promoting crop protection products through distributor partnerships, field engagement, and technical initiatives.
- Identify and capture new growth opportunities by developing strategic partnerships, expanding customer base, and

increasing market penetration.

- Build and nurture strong relationships with distributors, key accounts, growers, and industry stakeholders to strengthen market positioning.
- Provide ongoing insights into market trends, competitor activities, pricing dynamics, and customer needs, and translate these into actionable strategies.
- Work cross-functionally with technical, marketing, and regulatory teams to ensure effective product positioning, successful launches, and impactful campaigns.
- Ensure disciplined execution through accurate reporting, pipeline management, and data-driven decision-making.

Qualification:

- Bachelor's Degree in Agriculture, Agronomy, Agricultural Science, or related field
- 10+ years in agrochemical/ crop protection/ fertilizer industry with strong experience in sales and distribution management.
Strong knowledge of crop protection (Fertilizer or agri-input industry is also acceptable)
- Strong network in Thailand agriculture/agrochemical market
- Willingness to travel upcountry
- Fluent in Thai & English
- Chinese (Mandarin) - highly preferred
- Strong commercial, negotiation, strategic thinking with execution capability, result-driven and hands-on

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Company Description