



PR/120103 | Sales Planning Specialist (F&B, Chain Restaurant)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1604885

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 12:00

General Requirements

Minimum Experience Level

Over 3 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

Job Description:

- Manage and optimize monthly and annual sales forecasting, budgeting, and performance analysis.
- Monitor sales trends and key business KPIs, including sales revenue, customer traffic, average spending, and profitability.
- Collect, consolidate, and standardize operational data into meaningful reports and dashboards to support business decision-making.
- Analyze sales performance, promotions, and market trends, and provide actionable recommendations for business growth.
- Prepare high-impact business reports, presentations, and insights for management and executive reviews.
- Collaborate closely with Operations, Marketing, and Finance teams to drive business performance.

- Support strategic projects, business improvement initiatives, and new store expansion analysis.

Qualification:

- Degree in Business Administration, Finance, Economics, Marketing, or related fields.
- 5+ years of experience in Business Planning, Sales Planning, Business Analytics, or related functions (F&B, Retail, FMCG, or Chain Restaurant is preferred).
- Strong analytical, problem-solving, coordination, and presentation skills.
- Advanced proficiency in Excel and PPT (Power BI or Tableau is a plus).
- Good command of both Thai & English.

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Company Description