



PR/120162 | Sales & Food Development (R&D)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1607131

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 05:00

General Requirements

Minimum Experience Level

Over 3 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

Our client specializes in Food Manufacturing business

Position: Sales & Food Development (R&D)

Salary: 35,000 - 70,000 THB

Location: Bangkok (sales office) and Ayutthaya (factory)

Key Responsibilities of the position:

- Develop new customers and expand sales of **frozen and chilled food products** in Thailand (existing and new clients)
- Manage OEM clients for food processing process with related department (R&D and production)

- Conduct client visits, identify needs, and propose suitable products and applications
- Generate and follow up on customer inquiries to build and convert new business opportunities.
- Collaborate with R&D to customize taste, texture, and specifications based on customer requirements.
- Manage the product development process from customer request through commercialization and launch.

Qualifications required:

- Bachelor's degree in Engineering or any related field.
- Over 3 years experience in food manufacturing business (OEM preferred) **not trading**
- Experience in B2B Sales, R&D or QA/QC in frozen or chilled food industry.
- Good English communication skill (internal use) and able to provide document in English

Benefits:

- Company car and fleet card
- Meal Allowance
- Provident Fund
- Health and Life Insurance
- Diligent
- Bonus
- Other leaves as per Thai law

Working Hours: Mon - Fri (8.30 a.m. - 5.30 p.m.)

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Company Description