

PR/120186 | Sales & Marketing Manager (Food Additives)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1607144

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 15:00

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

Our client is seeking an experienced **Sales & Marketing Manager** to drive sales growth and expand its food additives business. This role will focus on managing key accounts, developing new business opportunities, leading the sales team, and expanding the product portfolio to support the company's growth strategy.

Key Responsibilities

- Manage and grow sales with existing customers while identifying and developing new business opportunities.
- Build and maintain strong relationships with key customers in the food, beverage, and supplement industries.
- Achieve sales targets and drive sustainable revenue growth.
- Lead, coach, and develop the sales team to maximize performance.
- Develop sales and marketing strategies for existing and new product categories.
- Analyze market trends, customer needs, and competitor activities to identify growth opportunities.

- Establish competitive pricing strategies while maintaining profitability.
- Identify and evaluate new suppliers and products to expand the company's portfolio.
- Work closely with sourcing and internal teams on new product development and commercialization.
- Prepare sales forecasts, business plans, and market updates for management.

Qualifications

- Bachelor's degree in Food Science, Food Technology, Chemistry, Marketing, Business Administration, or related field.
- At least 5 years of sales experience in Food Ingredients or Food Additives industries.
- Proven experience in B2B sales, key account management, and business development.
- Experience leading or mentoring a sales team.
- Strong communication, negotiation, and relationship-building skills.
- Good command of English, both written and spoken.
- Self-motivated, results-driven, and able to work independently.

If you are interested, click APPLY NOW. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for understanding.

#LI-JACTH

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Company Description