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JAC Recruitment Thailand

PR/120242 | SALES MANAGER - FOOD INGREDIENTS

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1607782

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 18th, 2026 10:38

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

Position Summary

The Sales Manager is responsible for driving sales growth and customer development for flavor products within an assigned territory. The role manages key accounts, develops new business opportunities, coordinates technical support, and achieves agreed revenue and profitability targets.

Key Responsibilities

- Develop and execute area sales plans aligned with company targets.
- Manage existing customers and identify new opportunities in food, beverage, dairy, bakery, confectionery and related industries.
- Build strong relationships with purchasing, R&D, production and senior management contacts.
- Understand customer applications and coordinate flavor selection, sampling and product trials with the technical team.

- Prepare quotations, negotiate commercial terms and follow up opportunities through to successful closure.
- Monitor sales forecasts, order pipelines, customer feedback and competitor activities.
- Achieve sales, margin, collection and market-development KPIs.
- Work closely with customer service, quality, regulatory and supply-chain teams.
- Maintain accurate records in the CRM system and provide regular sales reports.
- Conduct market visits, presentations, product demonstrations and customer meetings.
- Resolve customer issues and ensure high levels of customer satisfaction.
- Support new product launches, exhibitions and promotional activities.

Qualifications

- Bachelor's degree in Food Science, Food Technology, Chemistry, Business Administration or a related field.
- At least 5 years' sales experience in flavor ingredients, food ingredients, FMCG, food manufacturing or a closely related B2B environment.
- Proven experience managing customer portfolios and delivering sales targets.
- Strong understanding of food and beverage applications, particularly flavor development.
- Good commercial, negotiation and presentation skills.
- Ability to communicate effectively in English.
- Strong analytical, planning and problem-solving skills.
- Willingness to travel within the assigned territory.
- A valid driving licence is preferred.

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Company Description