



PR/120469 | General Manager (Food)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1614281

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 22nd, 2026 10:42

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

Position:

General Manager (Food)

Industry:

New establishment of Food Manufacturing / Food Ingredients

Salary:

100,000 – 140,000 THB / month

Welfares:

To be discussed

Location:

Amata City, Chonburi (Amatanakorn) or Bangkok

Working Day:

Only Monday to Friday

Responsibilities:

- Lead and manage the overall Thailand business operations.

- Develop and execute short-term and long-term business strategies aligned with corporate objectives.
- Drive sustainable sales growth and profitability.
- Manage company P&L and budget performance.
- Report on business performance to regional management and headquarters.
- Oversee all manufacturing activities including production, quality assurance, engineering, maintenance, supply chain, warehouse, and logistics.
- Ensure production efficiency, quality standards, cost control, and delivery performance.
- Improve operational productivity and manufacturing KPIs.
- Drive continuous improvement initiatives, lean manufacturing, and cost reduction programs.
- Ensure compliance with food safety regulations and company standards.
- Develop and execute sales strategies for Thailand and regional markets.
- Expand customer base and strengthen relationships with key accounts, distributors, and food service customers.
- Identify new business opportunities and market trends.
- Negotiate commercial agreements and strategic partnerships.
- Monitor sales performance and develop action plans to achieve targets.
- Lead and develop management teams across manufacturing and commercial functions.
- Build a strong organizational culture and talent pipeline.
- Coach and mentor department heads.
- Drive employee engagement and performance management initiatives.
- Ensure compliance with local regulations, food safety standards, corporate policies, and legal requirements.
- Manage risk assessment and corporate governance practices.
- Maintain strong relationships with government authorities, customers, suppliers, and business partners.

Qualifications:

- Bachelor's Degree or higher in Food Science, Food Technology, Engineering, Business Administration, or related fields.
- Minimum 15 years of experience in food manufacturing.
- Minimum 5 years in senior leadership positions such as General Manager, Plant Director, Factory Director, Operations Director, Business Unit Head, Commercial & Operations Director
- Strong experience managing both manufacturing operations and commercial/sales functions.
- Proven track record in P&L management.
- Strong leadership and people management skills.
- Experience managing a workforce of 100+ employees.
- Business-level English communication.
- Experience in Japanese food manufacturing companies.
- If able to speak Japanese language would be an advantage.
- Experience working directly with Japanese management or headquarters.
- Knowledge of HACCP, GMP, FSSC22000, ISO22000, and Food Safety Management Systems.

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Company Description