



PR/120474 | Sales Executive - Food Ingredients

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1614285

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 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

Position: Sales Executive - Food Ingredients

Location: On Nut

Responsibilities:

- Manage and grow relationships with food manufacturers and processors.
- Develop new business opportunities while maintaining existing accounts.
- Conduct sales calls, customer visits, and propose suitable food ingredient solutions.
- Coordinate with suppliers and internal teams on quotations, specifications, and deliveries.

- Support customers on product, quality, and technical inquiries.
- Monitor market trends and competitor activities.
- Prepare sales reports and forecasts, and achieve sales targets.
- Negotiate pricing and commercial terms with customers.
- Work closely with QA/QC, logistics, and procurement teams to ensure smooth operations.

Qualifications:

- Minimum 3 years of sales experience in a trading company, preferably in food ingredients, chemicals, or related products.
- Experience in QA/QC within the food manufacturing industry would be an advantage.
- Own vehicle with a valid driving license for business travel.
- Strong communication, presentation, and relationship-building skills.

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Company Description