

PR/120188 | Sales (Food ingredients, Feed additive)

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1614478

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 08:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Position: Sales (Food ingredients, Feed additive)
Salary: THB 40,000 - 60,000
Location: Ladkrabang

Our client is a leading importer and distributor of food ingredients, nutritional supplement raw materials, and industrial chemicals in Thailand, serving customers across the food, animal nutrition, and various industrial sectors. The company also provides product sourcing and development solutions tailored to customer needs, supported by an experienced and professional team

Working Conditions

- Working hours: Monday–Friday, 8:00 AM–5:00 PM

Responsibilities

- Manage and develop existing customers within the food manufacturing industry.
- Identify new potential customers and develop new business opportunities.
- Present and recommend suitable Food Ingredients / Food Additives based on customer requirements.
- Handle the full sales process, including customer visits, product presentations, quotations, price negotiations, and closing sales.
- Build and maintain long-term relationships with key accounts.
- Develop new projects together with customers and coordinate with R&D, Purchasing, QA/QC, and relevant internal teams.
- Maintain sales pipeline, forecast, and monitor sales performance against assigned targets.
- Coordinate with overseas suppliers regarding products, pricing, technical information, and customer requirements.

Qualifications:

- Over 3 years of experience working for Food ingredients or feed additive.
- Intermediate level of English.

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Company Description