JAC Recruitment

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JAC Recruitment Thailand

PR/120499 | Sales

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1614505

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 15:00

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

Our client specializes in Food Manufacturing business

Position: Sales (Sauce & seasoning)
Salary: 35,000 - 50,000 THB
Location: Bangkok Office

Key Responsibilities of the position:

- Develop and execute sales strategies to achieve ambitious revenue and profit targets.
- Identify and acquire new customers in the food service and food manufacturing sectors.
- Build and maintain relationships with key decisionmakers in: HORECA, Food manufacturers and Retail food

businesses.

- Lead customer presentations, product proposals, commercial negotiations and contract discussions.
- Manage the entire sales cycle from prospecting to closing.
- Work closely with R&D, production and supply chain teams to develop customer-focused solutions.
- Monitor market trends, competitor activities and customer requirements.
- Prepare sales forecasts and business development plans.

Qualifications required:

- Bachelor's degree in any related field.
- Over 5 years experience in food industry.
- Strong experience in selling to HORECA, food manufacturing and processing company.
- Strong negotiation and business development skills.
- Good English communication skill (internal use) and able to provide document in English

Benefits:

- Car Allowance
- Provident Fund
- Health Insurance
- Bonus
- Other leaves and benefits as per company policy

Working Hours: Mon - Fri (8.00 a.m. - 5.00 p.m.)

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: https://www.jac-recruitment.th/privacy-policy
Terms and Conditions Link: https://www.jac-recruitment.th/terms-of-use

Company Description