



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

September 29th, 2026 10:16

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.)

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Company Description