

PR/120621 | Head of Sales - Food Ingredients and Bakery Solutions

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621191

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
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General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

The Head of Sales role plays a key part in driving revenue growth, expanding market share, and strengthening relationships with key clients in Thailand. Reporting to the general manager, the position leads the sales function and develops commercial strategies to achieve the company's growth and sales objectives.

Responsibilities

- Develop and implement strategic sales plans to achieve company objectives and sales targets in Thailand
- Lead and manage the sales team, providing guidance, coaching, and support to achieve performance goals
- Identify new business opportunities and develop strategies to enter new markets and customer segments
- Build and maintain strong relationships with key clients, understand their requirements, and deliver appropriate solutions
- Collaborate with the marketing, product development, and operations teams to ensure alignment and support for sales initiatives

- Analyse market trends, competitor activities, and customer feedback to identify opportunities for growth and improvement
- Monitor sales performance metrics and key performance indicators, providing regular reports and updates to senior management
- Promote a culture of accountability, professionalism, and excellence within the sales team
- Maintain up-to-date knowledge of industry developments, market conditions, and best practices
- Represent the company at industry events, conferences, and networking opportunities to strengthen brand visibility and expand the customer base

Requirements
- Bachelor’s degree or diploma in a relevant field
- At least 5–7 years of experience in a similar sales leadership position, with a proven record of success
- Experience in the bakery business, including the promotion and development of products such as chocolate, margarine, or UHT non-dairy cream
- Extensive knowledge of Thailand’s food industry market, including its key participants, trends, and challenges
- Strong leadership and management skills, with the ability to guide and motivate a sales team
- Excellent communication, interpersonal, and negotiation skills, with the ability to establish effective relationships with clients and stakeholders
- Strong strategic thinking skills and the ability to develop and execute sales plans that support business growth
- An analytical approach with proficiency in data analysis and reporting
- A results-oriented approach with a strong commitment to customer service and satisfaction
- Fluency in Thai and English
- Willingness to travel within the assigned territory

Benefits
- Monthly commission
- Car allowance
- Fuel reimbursement
- Company-provided mobile phone and SIM card

About the company
A multinational company in the food industry that develops raw materials, semi-finished products, and finished products for professional and consumer markets. Based in Europe, the company operates internationally and serves customers across industrial, artisanal, food service, and retail channels.

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Company Description