

PR/120622 | Key Account Executive - Food Ingredients and Bakery Solutions

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621192

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 6 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

The Key Account Executive - Food Ingredients and Bakery Solutions role focuses on developing strategic client relationships, expanding industrial accounts, and generating sustainable sales growth within Thailand’s food industry. Based in Bangkok and reporting to the country manager, the position works closely with internal teams to deliver suitable product solutions and maintain high service and quality standards.

Responsibilities

- Develop solid and trusted relationships between major key clients and the company
- Build a thorough understanding of key clients’ needs and requirements
- Expand relationships with existing clients by continuously proposing solutions that support their objectives
- Ensure the correct products and services are delivered to clients in a timely manner
- Serve as the main communication link between key clients and internal teams
- Resolve client issues and complaints effectively to maintain trust and strengthen long-term relationships

- Contribute to new sales opportunities that develop into long-lasting commercial relationships
- Prepare regular progress reports and forecasts for internal and external stakeholders using key account metrics
- Work closely with Quality Assurance (QA), Research and Development (R&D), and other relevant departments supporting the same accounts to ensure high-quality materials are produced and client requirements are met
- Collaborate with the sales team to maximise profitability through upselling and cross-selling opportunities
- Plan and present reports covering account progress, objectives, and quarterly initiatives for team members and stakeholders, as well as potential future case studies or company training

Requirements

- Bachelor's degree in a relevant field
- 7–10 years of sales or key account management experience within the food industry, preferably in the industrial bakery business, with a proven record of promoting and developing products such as chocolate, margarine, and UHT non-dairy cream
- Ability to develop the industrial channel independently and secure new industrial accounts
- A dynamic and proactive approach, supported by strong problem-solving skills and professional commitment
- Tenacity and a strategic mindset, with the ability to develop ideas independently and perform effectively in a fast-paced environment
- Strong English communication and presentation skills
- Experience leading cross-functional teams in strategic, high-value new business pursuits
- 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