

PR/120689 | JS Sales

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621206

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:59

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Our client specializes in Processing Food Manufacturing business

Position: Sales HORECA (JS speaking)
Salary: 45,000 - 60,000 THB
Location: Bangkok and Ayutthaya (Factory)

Key Responsibilities of the position:

- Develop new business opportunities by promoting food products to Japanese restaurants and food service operators in Bangkok and surrounding areas.
- Conduct client visits, product presentations, sampling activities, and follow-up with prospective customers to drive sales growth.

- Build and maintain strong relationships with restaurant owners, managers, and key decision-makers to understand business needs and provide suitable solutions.
- Manage customer accounts, share market and product updates, and ensure excellent customer support through collaboration with internal teams.
- Focus on expanding business within Japanese food service channels, while supporting future growth into other restaurant segments.
- Gather market insights and customer feedback to support sales strategies and business expansion.

Qualifications required:

- Bachelor’s degree in any related field
- Minimum 3 years of sales experience in food manufacturing business (preferred)
- Have good connection with Japanese restaurant/ HORECA (is a plus)
- Good Japanese (JLPT N3) and English (Intermediate) communication skills
- High intention to be sales with good personality and negotiation skills

Benefits:

- Perfect Attendance
- Provident Fund (after probation)
- Health Insurance (after probation)
- Bonus
- Other leaves as per Thai law

Working Hours: Mon - Fri (8.30 a.m. - 5.30 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