

PR/120744 | SALES EXECUTIVE- Flavor & Fragrance / Food Ingredient / Chemical Specialty

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621751

Industry
Chemical, Raw Materials

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 11:17

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Daily Conversation Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Job Summary

We are seeking a dynamic and results-driven Sales Executive to develop and grow business opportunities within the Food, Beverage, Personal Care, and Home Care industries. The successful candidate will be responsible for managing existing accounts, identifying new business opportunities, promoting ingredient and specialty chemical solutions, and building strong relationships with customers to achieve sales targets and business growth.

Key Responsibilities

- Develop and maintain strong relationships with customers in the Food & Beverage, Personal Care, and Home Care sectors.
- Identify and pursue new business opportunities to expand the customer base and increase market share.
- Promote and sell food ingredients, flavors, specialty chemicals, and related technical solutions to customers.

- Understand customer requirements and provide suitable product recommendations in collaboration with technical and product management teams.
- Conduct sales visits, product presentations, and commercial discussions with customers.
- Prepare quotations, negotiate pricing and commercial terms, and manage contract discussions.
- Monitor sales performance and ensure achievement of assigned sales targets and KPIs.
- Coordinate with suppliers, technical teams, and internal departments to support customer projects and product launches.
- Stay updated on industry trends, market developments, competitor activities, and new product offerings.
- Prepare sales forecasts, pipeline reports, and market intelligence reports for management review.

Qualifications

- Bachelor's degree in Food Science, Food Technology, Chemistry, Chemical Engineering, Cosmetic Science, Biotechnology, or related fields.
- Minimum 3 years of sales experience in Food Ingredients, Flavors, Fragrances, Personal Care Ingredients, Home Care Chemicals, or Specialty Chemicals.
- Good understanding of food ingredient applications, flavor solutions, cosmetic ingredients, surfactants, additives, or specialty chemical products.
- Experience working with manufacturers within Food & Beverage, Personal Care, Home Care, Cosmetics, Detergents, or Consumer Goods industries
- Familiarity with product formulation and application development processes.
- Strong communication, negotiation, and relationship-building skills.
- Ability to identify customer needs and provide value-added solutions.
- Customer-oriented mindset with strong commercial awareness.
- Proactive, self-motivated, and capable of working independently.
- Good command of English, both written and spoken.
- Willingness to travel for customer visits and business development activities.

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Company Description