



PR/117076 | Key Account Manager (Modern Trade) - Food

募集職種

人材紹介会社

ジェイ エイ シー リクルートメント タイランド

求人ID

1537198

業種

レストラン・フードサービス

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2025年04月30日 16:21

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Key Responsibilities:

- Account Management: Develop and maintain strong relationships with key accounts in the modern trade and hypermarket channels.
- Sales Strategy: Implement sales strategies to achieve revenue targets and market share growth.
- Negotiation: Negotiate terms of trade, pricing, and promotional activities with key accounts.
- Market Analysis: Monitor market trends, competitor activities, and customer preferences to identify opportunities for growth.
- Promotional Activities: Plan and execute promotional activities to drive sales and enhance brand visibility.
- Inventory Management: Ensure optimal stock levels and manage inventory to prevent stockouts or overstock situations.
- Reporting: Prepare regular sales reports and forecasts for management review.
- Collaboration: Work closely with the marketing, supply chain, and finance teams to ensure alignment and effective execution of sales plans.
- Customer Service: Address and resolve any issues or concerns raised by key accounts to maintain high levels of customer satisfaction.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Minimum of 5 years of experience in key account management (modern trade, hypermarket)
- Strong negotiation and communication skills.
- Excellent analytical and problem-solving abilities.
- Proficiency in MS Office and CRM software.
- Ability to work independently and as part of a team.
- Excellent communication skill in English.
- Able to travel as needed.

会社説明