



JAC Recruitment

We are recruitment specialists around the globe

Thailand

PR/117099 | Regional Sales Manager (FMCG)

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

1537216

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:

- Develop and implement sales strategies to achieve regional sales targets and objectives.
- Lead, mentor, and motivate a team of sales representatives to maximize their potential and performance.
- Monitor and analyze sales performance metrics to identify areas for improvement and growth.
- Build and maintain strong relationships with key clients, partners, and stakeholders.
- Conduct market research to stay updated on industry trends, competitor activities, and customer needs.
- Prepare and present regular sales reports and forecasts to senior management.
- Collaborate with marketing and product development teams to align sales strategies with business goals.

- Ensure compliance with company policies, procedures, and ethical standards.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field (Master's degree preferred).
- Minimum of 5 years of experience in sales management, preferably in FMCG.
- Proven track record of achieving and exceeding sales targets.
- Strong leadership and team management skills.
- Excellent communication, negotiation, and interpersonal skills.
- Excellent communication skill in Thai and English.
- Ability to analyze data and make informed decisions.
- Proficiency in CRM software and Microsoft Office Suite.
- Willingness to travel as required.

会社説明