



## PR/117382 | On Premise Key Account Manager

### 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

1543436

#### 業種

小売

#### 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06月03日 10:45

### 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

Our client is a global energy drink company.

As the Key Account Manager for On Premise, you drive product distribution and sales at key accounts in Thailand, fostering long-term relationships with top customers.

You develop strategies based on industry and consumer insights to ensure continuous brand growth, meeting sales and distribution targets.

#### Responsibilities:

- Develop long-term visions for distribution and sales.
- Align with local marketing on insights.
- Plan annual business for Key Accounts, including budget and volume forecasts.

- Maximize existing customer performance.
- Acquire new customers nationally.
- Negotiate win/win partnership agreements.
- Collaborate with internal and external stakeholders such as buyer, sales & marketing manager, controllers, logistics manager and CEOs
- Track and report on performance and growth.
- Maintain data in the Key Account Tracker, updating HQ twice a year.
- Build relationships with key stakeholders including distribution partner and onsite managers
- Promote the brand in your network
- Ensure excellence in all activities, maintaining the brand's premium image.

**Qualifications:**

- More than 5 years of FMCG sales experience (preferably On Trade).
- Key Account Management experience (preferred).
- Proven sales and trade marketing success with strategy development and implementation skills.
- Strong planning and organizational skills.
- Self-motivated and able to work independently.
- Fluent in both Thai and English.

Interested applicants, please click [APPLY NOW](#). Due to the high number of applicants, we regret to inform that only shortlisted candidates will be contacted. Thank you for your understanding.

#LI-JACTH

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会社説明