



PR/117382 | On Trade Key Account Manager (Beverage Product)

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

1549207

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07月08日 17:08

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.
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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