



## PR/117384 | Sales Supervisor (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

1549209

#### 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09月30日 04:00

### 応募必要条件

#### キャリアレベル

中途経験者レベル

#### 英語レベル

無し

#### 日本語レベル

無し

#### 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.

The Sales Supervisor ensures excellent in-store execution, reduces out-of-stock issues, and drives sales growth. They lead a high-performing team to meet targets in Off Premise accounts. They also train their team on the "Power Selling" process and build relationships with distribution partner field forces.

#### Responsibilities:

- Coach Sales Activators and Distribution Partner Representative on sales principles, journey planning, problem solving and in-store standards.
- Help Sales Activators reduce out-of-stocks and increase compliance.

- Lead the team to meet targets and optimize territory coverage.
- Ensure effective journey planning and use tools to help meet targets.
- Analyze team performance to identify strengths and areas for improvement.
- Adjust sales tactics based on insights to better meet store demands.
- Optimize routes to maximize customer visits and minimize travel time.
- Use tools for route planning and periodically review effectiveness.
- Ensure product visibility and support promotional campaigns.
- Collaborate with sales and marketing teams to improve in-store execution and customer engagement.

#### Qualifications:

- More than 3 years of experience in sales, trade marketing or as a merchandising team lead.
- Solid understanding of Off Premise Channels (Modern trade & General trade).
- Knowledge of Selling, Category and Trade Marketing Principles.
- Ability to work independently and as part of a team.
- Strong commercial acumen.
- Able to drive a car and ride a motorbike.
- Willingness to travel to up-country locations.
- Good 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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