



## 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02日 10:01

### 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.

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 and 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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会社説明