



PR/117555 | Sales Manager (HORECA)

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

1549410

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08月05日 18:00

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

Type of Business : Frozen Food & Bakery, Food Ingredient, Dairy, etc.

Working Hour : Mon-Fri 08.00-17.00

Office Location : Bangkok

Job Description :

- Develop sales strategies for key segments of HORECA and propose foodservice products to the clients and key decision makers.
- Address product distribution gaps with internal teams and the distributors, ensuring timely product supply and deliveries.
- Drive revenue growth and identify new business opportunities.
- Build strong relationships with key stakeholders including chefs, F&B managers, and purchasing teams, etc.
- Communicate regularly with customers about orders, deliveries, and menu planning.
- Follow up on service or product-related concerns.
- Plan and coordinate business meetings and culinary workshops.

Qualification :

- Degree in relevant field, BBA, Hospitality, Food Science, Marketing, etc.
- 5+ years of sales experience in foodservice (HORECA) channel
- Good communication skills in Thai and English (able to work with international team).
- Excellent interpersonal, negotiation, and customer service skills.
- Self-motivated, adaptable, and passionate about food.
- Willing to travel extensively within Thailand
- Proficient in MS Office and CRM tools

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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会社説明