



PR/118663 | Sales & Marketing 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

1569003

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

2026年02月10日 14:00

応募必要条件

職務経験

6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

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

Position: Sales & Marketing Manager

Location: Samut Sakhon, Thailand

Salary: up to 100,000 THB per month

Working Days: Monday – Friday

Working Hours: 08:00 – 18:00

Key Responsibilities

- Develop and execute sales strategies to achieve annual revenue and profit targets.
- Manage key accounts, build strong client relationships, and identify new business opportunities.
- Lead and supervise the sales team, including task allocation, coaching, and performance monitoring.
- Analyze market trends, competitors, and consumer behavior to support planning and forecasting (focus on Wet Market & Food Service).
- Coordinate with Marketing, Production, Supply Chain, and Finance teams to ensure smooth operations.
- Prepare monthly and quarterly sales reports, forecasts, and performance summaries.
- Drive new product launches and initiatives to boost sales.
- Ensure compliance with company policies, pricing structures, and sales guidelines.

Qualifications

- Bachelor's degree in Business Administration, Marketing, or related field.

- Minimum 5–7 years of experience in sales within **FMCG, Food Industry**, or related sectors.
- Proven track record in achieving sales targets and managing key accounts.

Additional Skills

- Strong leadership and team management capabilities.
- Excellent communication, negotiation, and presentation skills.
- Analytical mindset with ability to use data for decision-making.
- Customer-focused with strong problem-solving skills.
- Ability to coordinate across multiple departments.
- Good command of English (spoken and written).
- Willingness to travel domestically as required.

Benefits

- Annual Bonus
- Provident Fund
- Social Security
- Health & Life Insurance
- Company Shuttle Service
- Uniform
- Birthday & New Year Gifts
- Fitness Room
- Other benefits as per labor law

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会社説明