



PR/118702 | SENIOR SALES - Food B2B

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

1569750

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01月06日 03:00

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

日常会話レベル

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

Role Summary:

Drive sales growth in B2B channels including HoReCa, QSR, catering, canteens, meal-kit producers, and food manufacturers. Manage key accounts, acquire new clients, and deliver tailored solutions to meet customer needs.

Key Responsibilities:

- Develop and maintain relationships with B2B clients.
- Identify new business opportunities and close deals.
- Negotiate pricing, contracts, and service agreements.
- Collaborate with internal teams (Supply Chain, QA, R&D) for product fit and service excellence.
- Monitor market trends and competitor activities.

Qualifications:

- Bachelor's degree in Business, Food Science, or related field.
- 5+ years of B2B food sales experience.
- Strong negotiation and account management skills.
- Knowledge of food industry standards and operations.

- Proficient in English communication.

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会社説明