



JAC Recruitment

タイの求人なら
JAC Recruitment Thailand

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.

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