



## PR/119194 | Sales Planning Manager (Food Industry)

### 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

1581844

#### 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

2026年04月21日 05:00

### 応募必要条件

#### 職務経験

10年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

流暢

#### 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

My client is a food company and is urgently recruiting for a Sales Planning Manager.

#### **Job Description**

##### **Trade Promotion Management**

- Plan and manage the annual trade promotion budget with MT and TT teams.
- Track monthly spending and compare actual vs. planned budget.
- Review the effectiveness of nationwide promotions, trade communication, POSM, and sales support materials.
- Work closely with Sales and Marketing to support growth and profitability goals.

##### **Demand Planning**

- Create accurate demand forecasts using sales data, trends, and promotional plans.
- Cooperate with Sales, Marketing, and R&D to include insights from product launches and consumer behavior.

- Monitor inventory levels and work with Production and Warehouse teams to prevent stockouts or overstock.

### Reporting & Internal Support

- Provide back-office support for sales activities with Accounting and Finance.
- Prepare reports and documents needed for management decisions.

### Qualifications

- Bachelor's degree or higher in Business, Marketing, Supply Chain, Economics, or a related field.
  - More than 10 years of experience in Sales Planning, Trade Marketing, or similar roles in FMCG or the food industry.
  - Experience handling trade promotion budgets and working with MT and TT channels.
  - Strong analytical skills and the ability to use data to support decisions.
  - Experience in demand forecasting and managing inventory planning.
  - Good computer skills, especially Excel; experience with ERP or reporting tools is a plus.
  - Ability to work well with Sales, Marketing, Production, and Finance teams.
  - Strong communication and teamwork.  
Good problem-solving and structured thinking.
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- Able to work under pressure and manage multiple tasks.
  - Detail-oriented with strong organizational skills.
  - Good command of Thai and English.

Interested applicants, please click APPLY NOW. Only shortlisted candidates will be contacted due to the high volume of applications.

Thank you for your understanding.

#LI-JACTH

**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