



PR/119892 | Key Account Manager (Sport Retail)

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

1599105

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06月26日 10:51

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

Key Account Manager – Sport Fashion Retail

About the Company

The Company is one of the fast growing sport fashion retailer/brand offering performance and lifestyle apparel, footwear, and accessories. With a strong presence across retail and e-commerce channels

Key Responsibilities

- Manage and grow strategic retail accounts, acting as the main point of contact.
- Drive sales performance, revenue growth, and account profitability.
- Develop and execute joint business plans (JBP) with key partners.
- Negotiate pricing, promotions, and commercial agreements.

- Plan and optimize product assortments based on sales data and trends.
- Collaborate with marketing on campaigns, launches, and in-store execution.
- Monitor KPIs (sell-through, inventory, forecast accuracy) and take action.
- Coordinate cross-functionally with merchandising, supply chain, and marketing teams.

Qualifications

- Bachelor's degree in Business, Marketing, or related field.
- 3–7+ years of experience in key account management, sales, or retail (sport/fashion preferred).
- Strong understanding of sport fashion/athleisure market.
- Proven track record of managing key accounts and driving growth.
- Excellent negotiation, communication, and relationship management skills.
- Strong analytical skills (Excel/data-driven decision making).
- Ability to work in a fast-paced, cross-functional environment.

Interested candidates, please send your resume in English to us.

JAC Personnel Recruitment Ltd
10F Emporium Tower, 622 Sukhumvit Soi 24, Klongton, Klongtoey, Bangkok 10110

Contact: K. Napaphach
Office Number: 066-097-2958
Time: 9:00 AM – 6:00 PM
Website: <https://www.jac-recruitment.co.th>

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#citybangkok

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会社説明