



PR/119898 | Sales & Marketing Manager / Director

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

1599108

業種

旅行・観光

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

Position: Sales & Marketing Manager / Director (Open depending on experience)

Salary: 70,000 – 100,000 THB plus other allowances & benefits

Location: Phuket

About the Company

A newly opened 120-key upper-upscale hotel & wellness resort in Bang Tao, Phuket, integrating a medical-grade wellness clinic and spa with a resort experience, positioning itself as a wellness retreat rather than a traditional beachfront hotel.

Key Responsibilities

- Lead overall commercial strategy, including pricing, segmentation, and channel mix, to drive revenue across Rooms, Wellness, and F&B
- Build and manage the full distribution ecosystem (OTA, GDS/CRS, direct website, PMS integration) and transition from Airbnb to multi-channel distribution

- Position the resort as a differentiated wellness retreat targeting medical-wellness, long-stay, and leisure segments
- Develop and execute integrated sales and marketing strategies aligned with pre-opening and ramp-up phases
- Drive demand through digital marketing, partnerships, and key account development
- Monitor performance across revenue, channel mix, and marketing ROI, adjusting strategies accordingly
- Collaborate cross-functionally with operations, wellness, and F&B to maximize total revenue

Qualifications

- 8–12 years of experience in hotel sales & marketing, including senior leadership roles
- Strong expertise in commercial strategy, revenue management, and distribution channels
- Experience in resort, luxury, or wellness hospitality environments preferred
- Proven pre-opening or repositioning experience is a strong advantage
- Strong understanding of Phuket or regional hospitality market
- Excellent leadership, analytical, and stakeholder management skills

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>

#LI-JACTH
#citybangkok

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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>
Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

会社説明