

PR/120186 | Sales & Marketing Manager (Food Additives)

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
1607144

業種
化学・素材

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11月03日 15:00

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
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

Our client is seeking an experienced **Sales & Marketing Manager** to drive sales growth and expand its food additives business. This role will focus on managing key accounts, developing new business opportunities, leading the sales team, and expanding the product portfolio to support the company's growth strategy.

Key Responsibilities

- Manage and grow sales with existing customers while identifying and developing new business opportunities.
- Build and maintain strong relationships with key customers in the food, beverage, and supplement industries.
- Achieve sales targets and drive sustainable revenue growth.
- Lead, coach, and develop the sales team to maximize performance.
- Develop sales and marketing strategies for existing and new product categories.
- Analyze market trends, customer needs, and competitor activities to identify growth opportunities.

- Establish competitive pricing strategies while maintaining profitability.
- Identify and evaluate new suppliers and products to expand the company's portfolio.
- Work closely with sourcing and internal teams on new product development and commercialization.
- Prepare sales forecasts, business plans, and market updates for management.

Qualifications

- Bachelor's degree in Food Science, Food Technology, Chemistry, Marketing, Business Administration, or related field.
- At least 5 years of sales experience in Food Ingredients or Food Additives industries.
- Proven experience in B2B sales, key account management, and business development.
- Experience leading or mentoring a sales team.
- Strong communication, negotiation, and relationship-building skills.
- Good command of English, both written and spoken.
- Self-motivated, results-driven, and able to work independently.

If you are interested, click APPLY NOW. Please note that only shortlisted candidates will be contacted due to the high number of applicants. Thank you for 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