

PR/120242 | SALES MANAGER - FOOD INGREDIENTS

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
1607782

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10日 18:00

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
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 Summary

The Sales Manager is responsible for driving sales growth and customer development for flavor products within an assigned territory. The role manages key accounts, develops new business opportunities, coordinates technical support, and achieves agreed revenue and profitability targets.

Key Responsibilities

- Develop and execute area sales plans aligned with company targets.
- Manage existing customers and identify new opportunities in food, beverage, dairy, bakery, confectionery and related industries.
- Build strong relationships with purchasing, R&D, production and senior management contacts.
- Understand customer applications and coordinate flavor selection, sampling and product trials with the technical team.

- Prepare quotations, negotiate commercial terms and follow up opportunities through to successful closure.
- Monitor sales forecasts, order pipelines, customer feedback and competitor activities.
- Achieve sales, margin, collection and market-development KPIs.
- Work closely with customer service, quality, regulatory and supply-chain teams.
- Maintain accurate records in the CRM system and provide regular sales reports.
- Conduct market visits, presentations, product demonstrations and customer meetings.
- Resolve customer issues and ensure high levels of customer satisfaction.
- Support new product launches, exhibitions and promotional activities.

Qualifications

- Bachelor’s degree in Food Science, Food Technology, Chemistry, Business Administration or a related field.
- At least 5 years’ sales experience in flavor ingredients, food ingredients, FMCG, food manufacturing or a closely related B2B environment.
- Proven experience managing customer portfolios and delivering sales targets.
- Strong understanding of food and beverage applications, particularly flavor development.
- Good commercial, negotiation and presentation skills.
- Ability to communicate effectively in English.
- Strong analytical, planning and problem-solving skills.
- Willingness to travel within the assigned territory.
- A valid driving licence is preferred.

#LI-JACTH

#citybangkok

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会社説明