



PR/120243 | Sales Executive

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

1609393

業種

レストラン・フードサービス

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08月25日 11:08

応募必要条件

職務経験

3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 Executive

Salary: THB 25,000 – 35,000 + Quarterly Incentive

Location: Sukhumvit, Bangkok

Our client is a well-established Japanese food company specializing in food products for the HORECA and Modern Trade markets.

Responsibilities:

- Develop new customers and maintain relationships with existing accounts.
- Handle sales activities across HORECA channels, including hotels, restaurants, schools, and other food-service customers.
- Manage and develop Modern Trade accounts and related sales channels.

- Conduct regular customer visits and identify new business opportunities.
- Present products, prepare quotations, negotiate commercial terms, and follow up on sales opportunities.
- Manage the full sales cycle from customer approach through negotiation and closing.
- Work independently in the field after completing initial training.
- Plan customer visits and manage assigned sales territories effectively.
- Cover customers mainly in Bangkok and surrounding areas, with occasional travel to other locations such as Sriracha.
- Prepare daily sales reports in English and provide sales updates to management.
- Achieve assigned sales targets after completing the probation period.

Qualifications:

- Female, aged 27–35 years old.
* Bachelor's degree in any related field.
- At least 4 years of sales experience.
- Experience in B2B Sales, Direct Sales, HORECA, Food Service, FMCG, Modern Trade, or Food Industry will be highly preferred.
- Able to prepare sales reports in English.
- Valid driving license is required.
- Comfortable travelling for customer visits.

Benefits:

- Quarterly sales incentive.
- Performance-based annual bonus of approximately 4 months.
- 23 company holidays per year.
- Provident Fund 3%.
- Health insurance and Social Security.
- Transportation support for customer visits.
- Company car available / Grab expenses can be reimbursed.
- Gasoline reimbursement when using a personal car.

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