

PR/120621 | Head of Sales - Food Ingredients and Bakery Solutions

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
1621191

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 10:59

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
流暢レベル

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

The Head of Sales role plays a key part in driving revenue growth, expanding market share, and strengthening relationships with key clients in Thailand. Reporting to the general manager, the position leads the sales function and develops commercial strategies to achieve the company’s growth and sales objectives.

Responsibilities

- Develop and implement strategic sales plans to achieve company objectives and sales targets in Thailand
- Lead and manage the sales team, providing guidance, coaching, and support to achieve performance goals
- Identify new business opportunities and develop strategies to enter new markets and customer segments
- Build and maintain strong relationships with key clients, understand their requirements, and deliver appropriate solutions
- Collaborate with the marketing, product development, and operations teams to ensure alignment and support for sales initiatives

- Analyse market trends, competitor activities, and customer feedback to identify opportunities for growth and improvement
- Monitor sales performance metrics and key performance indicators, providing regular reports and updates to senior management
- Promote a culture of accountability, professionalism, and excellence within the sales team
- Maintain up-to-date knowledge of industry developments, market conditions, and best practices
- Represent the company at industry events, conferences, and networking opportunities to strengthen brand visibility and expand the customer base

Requirements

- Bachelor’s degree or diploma in a relevant field
- At least 5–7 years of experience in a similar sales leadership position, with a proven record of success
- Experience in the bakery business, including the promotion and development of products such as chocolate, margarine, or UHT non-dairy cream
- Extensive knowledge of Thailand’s food industry market, including its key participants, trends, and challenges
- Strong leadership and management skills, with the ability to guide and motivate a sales team
- Excellent communication, interpersonal, and negotiation skills, with the ability to establish effective relationships with clients and stakeholders
- Strong strategic thinking skills and the ability to develop and execute sales plans that support business growth
- An analytical approach with proficiency in data analysis and reporting
- A results-oriented approach with a strong commitment to customer service and satisfaction
- Fluency in Thai and English
- Willingness to travel within the assigned territory

Benefits

- Monthly commission
- Car allowance
- Fuel reimbursement
- Company-provided mobile phone and SIM card

About the company
A multinational company in the food industry that develops raw materials, semi-finished products, and finished products for professional and consumer markets. Based in Europe, the company operates internationally and serves customers across industrial, artisanal, food service, and retail channels.

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会社説明