

PR/120622 | Key Account Executive - 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
1621192

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17日 09:00

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

The Key Account Executive - Food Ingredients and Bakery Solutions role focuses on developing strategic client relationships, expanding industrial accounts, and generating sustainable sales growth within Thailand’s food industry. Based in Bangkok and reporting to the country manager, the position works closely with internal teams to deliver suitable product solutions and maintain high service and quality standards.

Responsibilities

- Develop solid and trusted relationships between major key clients and the company
- Build a thorough understanding of key clients’ needs and requirements
- Expand relationships with existing clients by continuously proposing solutions that support their objectives
- Ensure the correct products and services are delivered to clients in a timely manner
- Serve as the main communication link between key clients and internal teams
- Resolve client issues and complaints effectively to maintain trust and strengthen long-term relationships

- Contribute to new sales opportunities that develop into long-lasting commercial relationships
- Prepare regular progress reports and forecasts for internal and external stakeholders using key account metrics
- Work closely with Quality Assurance (QA), Research and Development (R&D), and other relevant departments supporting the same accounts to ensure high-quality materials are produced and client requirements are met
- Collaborate with the sales team to maximise profitability through upselling and cross-selling opportunities
- Plan and present reports covering account progress, objectives, and quarterly initiatives for team members and stakeholders, as well as potential future case studies or company training

Requirements

- Bachelor’s degree in a relevant field
- 7–10 years of sales or key account management experience within the food industry, preferably in the industrial bakery business, with a proven record of promoting and developing products such as chocolate, margarine, and UHT non-dairy cream
- Ability to develop the industrial channel independently and secure new industrial accounts
- A dynamic and proactive approach, supported by strong problem-solving skills and professional commitment
- Tenacity and a strategic mindset, with the ability to develop ideas independently and perform effectively in a fast-paced environment
- Strong English communication and presentation skills
- Experience leading cross-functional teams in strategic, high-value new business pursuits
- 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.

#LI-JACTH

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会社説明