

PR/120744 | SALES EXECUTIVE- Flavor & Fragrance / Food Ingredient / Chemical Specialty

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
1621751

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 11:17

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
日常会話レベル

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

Job Summary

We are seeking a dynamic and results-driven Sales Executive to develop and grow business opportunities within the Food, Beverage, Personal Care, and Home Care industries. The successful candidate will be responsible for managing existing accounts, identifying new business opportunities, promoting ingredient and specialty chemical solutions, and building strong relationships with customers to achieve sales targets and business growth.

Key Responsibilities

- Develop and maintain strong relationships with customers in the Food & Beverage, Personal Care, and Home Care sectors.
- Identify and pursue new business opportunities to expand the customer base and increase market share.
- Promote and sell food ingredients, flavors, specialty chemicals, and related technical solutions to customers.

- Understand customer requirements and provide suitable product recommendations in collaboration with technical and product management teams.
- Conduct sales visits, product presentations, and commercial discussions with customers.
- Prepare quotations, negotiate pricing and commercial terms, and manage contract discussions.
- Monitor sales performance and ensure achievement of assigned sales targets and KPIs.
- Coordinate with suppliers, technical teams, and internal departments to support customer projects and product launches.
- Stay updated on industry trends, market developments, competitor activities, and new product offerings.
- Prepare sales forecasts, pipeline reports, and market intelligence reports for management review.

Qualifications

- Bachelor's degree in Food Science, Food Technology, Chemistry, Chemical Engineering, Cosmetic Science, Biotechnology, or related fields.
- Minimum 3 years of sales experience in Food Ingredients, Flavors, Fragrances, Personal Care Ingredients, Home Care Chemicals, or Specialty Chemicals.
- Good understanding of food ingredient applications, flavor solutions, cosmetic ingredients, surfactants, additives, or specialty chemical products.
- Experience working with manufacturers within Food & Beverage, Personal Care, Home Care, Cosmetics, Detergents, or Consumer Goods industries
- Familiarity with product formulation and application development processes.
- Strong communication, negotiation, and relationship-building skills.
- Ability to identify customer needs and provide value-added solutions.
- Customer-oriented mindset with strong commercial awareness.
- Proactive, self-motivated, and capable of working independently.
- Good command of English, both written and spoken.
- Willingness to travel for customer visits and business development activities.

#LI-JACTH

#citybangkok

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会社説明