



PR/115623 | Key Account Manager - Food (B2B)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1504154

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:40

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Location : Bangkok

Job Description:

- Identify new market opportunities for increased sales and margins.
- Boost sales, market share, and profit from significant accounts.
- Proactively pursue potential major account customers.
- Assist in creating growth strategies for specific Key Account Customers to boost spending and loyalty.
- Coordinating with internal teams to smooth any process.
- Coordinating with Store Operations team to ensuring 100% customer satisfaction.

- Perform other tasks and responsibilities as needed.

Qualifications:

- Bachelor's degree in Business Administration, Management, Marketing or any related field.
- At least 2 years of experience as the managerial level in the B2B food industry.
- Experience in managing more than 10 accounts.
- Can communicate in English.
- Self-motivated, good communication skill, proactive and results driven.
- Able to travel and have own car.

Company Description