



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

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1513153

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

January 21st, 2025 09:01

### 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.

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Company Description