



## PR/115945 | Senior Sales Executive (Samui Island)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1513230

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

January 21st, 2025 10:02

### 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

Our client is a global energy drink company.

The Senior Sales Executive will represent products in your region, building customer trust, ensuring product availability and visibility at points of sale and driving continuous volume growth. You will identify business opportunities and trends, develop a strong network of decision-makers, demonstrate excellent negotiation skills, and maintain a solution-focused approach.

**Key Responsibilities:**

- Implement the on-premise marketing strategy. Maintain and properly utilize tools (point of sale materials) to drive vertical growth. Ascertain that all marketing tools are staged in the appropriate accounts in accordance with international on-premise guidelines.
- Grow and protect on-premises accounts in the relevant region. Permanent analysis of territory and account specific business to identify opportunities and drive distribution.
- Ensure availability and high quality. High marks for execution in relation to third-party and events. Negotiate and execute, looking for opportunities to incorporate creative elements that drive brand image and offset costs.
- Negotiate and carry out commercial partnership contracts.

**Qualifications:**

- More than 3 years of sales experience in the beverage, food or FMCG industries
- Excellent communication skills, as well as the ability to manage and cultivate good relationships
- Proficient in MS office (Word, Excel, Power Point)
- Good command of spoken and written English

**Benefits:**

- Quarterly Incentive
- Company car
- Mobile & Sim
- Medical Insurance
- Provident Fund

Apply online or feel free to contact me directly at [pacita.phaohusara@jac-recruitment.com](mailto:pacita.phaohusara@jac-recruitment.com) for more information about this opportunity. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description