



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

March 4th, 2025 16:00

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 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