



PR/116418 | Sales Manager (agrochemicals)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513434

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 21st, 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 leader in sustainable agricultural solutions, providing a wide range of products and services including crop protection, biosolutions, and high-performance seeds

Location: Sathorn

Salary: 70,000 – 90,000 THB (Negotiable)

- Achieve organizational sales and market share objectives in the assigned territory.
- Manage the sales force according to company policies.
- Ensure compliance with the annual sales program and develop action plans for main distributors to maximize profit margins and client loyalty.

JOB RESPONSIBILITIES

- Manage annual/monthly sales and expenses budget to maximize market share and profit margins.

- Ensure sales, credit, and returns operations follow commercial policies.
- Plan, execute, and monitor field activities.
- Develop action plans for main distributors to increase sell-in sales and earn loyalty.
- Coordinate with Marketing on product advertising campaigns to promote sales.
- Manage stock lists, reprogramming, and stockouts to ensure market presence.
- Handle forecasts by consolidating regional information.
- Connect distribution channels with the management team, addressing distributor concerns.
- Build, manage, and develop a team of Sales & Promoters.

EXPERIENCE

- Education in Agricultural engineer, preferably with a specialization in marketing or commercial areas.
- 10+ years in agriculture, preferably with agrochemicals or similar products, and team management experience.
- Experience Sales management, basic finance, knowledge of biological problems, products, and crops.
- Experience in team management, Customer orientation, change management, communication, individual development, results orientation, and leadership
- Good command of English and Thai

Interested candidate, please submit your most recent resume in English (Word format) by simply clicking **“APPLY NOW”**
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Company Description