



PR/116134 | Sales Executive / Senior Sales Executive - Food

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1519874

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

February 4th, 2025 11:40

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

Responsibilities:

- Seek out and engage new customers to promote products and create new business opportunities.
- Schedule and organize daily calls and visits to potential customers.
- Foster and maintain relationships with existing customers, identifying opportunities for upselling and cross-selling.
- Enhance sales performance to achieve monthly and annual goals.
- Negotiate and finalize sales, address complaints or feedback, and resolve issues for customer accounts under your care.
- Report on market conditions, competitor activities, and new customer acquisitions to the sales manager.
- Prepare sales documents (proposals or quotations), present them to customers, and follow up on progress and feedback.

- Work closely with all internal cross-functional teams.

Qualifications:

- Bachelor's degree in any field.
 - At least 3 years of experience in sales, preferably in the food industry.
 - Fluent in both written and spoken English, with a minimum TOEIC score of 700.
 - Strong analytical skills, creativity, initiative, and proactivity. Highly self-motivated and able to act quickly.
 - Ability to work well under pressure, responsible, and with good interpersonal and communication skills.
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Company Description