



PR/116731 | Sales representative (Modern Trade)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1522390

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

February 18th, 2025 12:47

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

Qualifications:

- Bachelor's degree in business administration, or other relevant fields.
- Have at least 3 - 5 years of sales in FMCG or modern trade business.
- Fluent in English for both spoken and written.
- Able to use computer programs well such as Word, Excel.
- Have a driver's license and personal car.
- Able to be on business trips.

Responsibilities:

- Manage sales for assigned modern trade accounts, including supermarkets, department stores, and other retail outlets.
- Prepare sales orders, promotional campaigns, and product sampling plans to boost visibility and sales volume.
- Conduct regular market visits to collect feedback from customers and ensure the availability of products on shelves.
- Collaborate with marketing teams to develop effective promotional strategies tailored to different accounts.
- Build and maintain strong relationships with clients and identify new business opportunities
- Work to increase sales and product placement in modern trade channels.
- Essential duties include lead generation, product demonstrations, and resolving customer inquiries to ensure satisfaction.

Benefits:

- Commission
- Car Maintenance
- Social insurance
- Telephone

Company Description