



PR/115945 | Senior Sales Executive (Samui Island)

募集職種

人材紹介会社

ジェイエイシーリクルートメント タイランド

求人ID

1509983

業種

小売

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2024年12月11日 18:20

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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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会社説明