



## **BUSINESS DEVELOPMENT MANAGER / SALES MANAGER THAILAND & SEA**

**Jean Niel ASIA Ltd.**

**Jean Niel** was founded in 1779 and is one of the oldest aromatic French companies located in Grasse (France). In the late 90's, the activities expanded to the food industry with a continuous strong growth in this market among major industrial players in beverage and food. Jean Niel opened a subsidiary in Bangkok to better serve its Asian customers and is looking for a dynamic commercial manager to support the growth of the Asian affiliate. You would join a young and dynamic team eager to reach ambitious sales targets!

### **Responsibilities:**

- Develop the commercial activity of our company Jean Niel Asia based in Bangkok. Customers could be based in Thailand or within SEA.
- Commercial market analysis and development: Identify Potential customers and initiate contact within their organization. Understand their flavor potential.
- Get knowledge about our existing library of flavours and capitalize on it for commercialization
- Define whether solutions can be provided within Flavour library or customers need tailor-made solution
- Once customers have been identified and priorities defined, identify projects and define clear objectives

- Lead projects internally to answer customer requests. Coordinates with flavourist, application manager on projects requirements and leadtimes.
- Sales forecasting
- Creates pro-active presentation for customers and sales promotion

### **Qualifications:**

- Male or Female
- Bachelor's degree in Food Technology, Chemical engineering or any related fields.
- Few years of sales or sales support experience, ideally in flavor/chemicals related field. Knowledge in commercial negotiation.
- Excellent communication skills in spoken and written Thai and English. Knowledge of French is a plus.
- An experience abroad would be appreciated.
- Curious and entrepreneurial. Autonomous and self-motivated.
- Good personality, open-minded, ease to interact with foreign customers (phone, emails) and also with French subsidiary if needed.
- Skilled in mathematics, advance use of computer
- Must have eyes on details for accuracy of information when received or sent. Well organized
- Willing to travel to meet with domestic and international customers
- Must be pro-active and work well within a team

### **What we offer:**

- An attractive position within a young, dynamic and international team
- Reporting directly to General Manager of the affiliate
- Working time from Monday to Friday
- Social Security benefits as well as health insurance compensation
- Attractive salary and bonus

### **How to apply:**

Please send your Resume together with motivation to: [InfoAsia@Jeannie.com](mailto:InfoAsia@Jeannie.com)

Looking forward,

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