



JAC Recruitment

We are recruitment specialists around the globe

Thailand

PR/116190 | Business Development Engineer

Job Information

Recruiter[JAC Recruitment Thailand](#)**Job ID**

1536930

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

May 14th, 2025 07:00

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

Job Overview:**Position:** Senior Business Development Engineer (OEM & Aftermarket)

Industry: Automotive Tier1

Our client is Big brand automotive semi-OEM products (OEM/ Aftersales market),

Salary Package: 80K -130K

Location: Rama 9 area**Employment Type:** Full-time**Key Responsibilities:**

- Client Liaison: Act as the window person between the company and car manufacturers (clients), managing relationships and ensuring their needs are met.

- **Project Development:** Lead the development of new projects tailored to client requirements for semi-OEM products, from concept to execution.
- **Technical Support:** Provide technical expertise and solutions to clients, ensuring that products align with their specifications and industry standards.
- **Market Strategy:** Develop and implement strategies for business growth in both OEM and Aftermarket segments.
- **Cross-functional Collaboration:** Work closely with internal teams, including R&D, Engineering, and Sales, to ensure project success and client satisfaction.
- **Market Analysis:** Conduct market research to identify trends, client needs, and opportunities for expanding the semi-OEM product line.
- **Aftermarket Services:** Develop and promote aftermarket solutions, including spare parts, maintenance services, and customer support programs.
- **Sales Support:** Assist the sales team with technical expertise during client negotiations and presentations.
- **Reporting:** Prepare detailed reports on business development activities, project progress, and market conditions.

Qualifications:

- **Education:** Bachelor's or Master's degree in Engineering or relate field but must to have knowledge about automotive engineering.
- **Experience:** Minimum 5-10 years of experience in automotive or manufacturing industries, with a focus on OEM and Aftermarket markets.
- **Strong technical background and understanding of semi-OEM products.**
- **Excellent communication and negotiation skills, with the ability to manage client relationships effectively.**
- **Proven experience in project management and business development with engineering background.**
- **Proficiency in English (Business Level).**
- **Willingness to travel domestically and internationally as required.**
- **Proactive approach with strong leadership abilities.**

Company Description