



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122786 | BD Manager – Attractions & Hospitality (Fluent English Speaker)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1538072

Industry

Tourism

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

May 1st, 2025 20:10

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

Location : Bali**Industry :** Hospitality (Theme Parks, Attractions & Resorts)**Benefit :** Medical Insurance + Phone Allowance + Incentives

Are you an experienced BD Manager with a strong background in Attractions, Theme Parks or Resorts? Do you have the expertise to **drive growth and strategic partnerships** while effectively communicating in **fluent English**?

JAC Recruitment Indonesia is seeking a **results-driven and analytical BD Manager** to join a **global leader in imaging solutions for the attractions and hospitality industry!**

In this role, you will be responsible for **identifying new business opportunities, expanding market reach, and building strategic collaborations** to enhance business performance. You will **report directly to the Expatriate BD Director**, requiring **strong English communication skills**.

What Sets This Company Apart

A **global leader in imaging solutions for the attractions and hospitality industry**. As part of the team, you'll play a crucial role in **driving business expansion, building strategic partnerships, and enhancing guest experiences through innovative imaging solutions**.

Qualifications:

- **Bachelor's degree/master's degree in business** or related fields
- Minimum **8 years of experience** in **sales and business development**, with a strong **background and connections** in **Attractions, Theme Parks, or Resorts**.
- Fluency in English (**MUST**)

Responsibilities:

- **New Business Development** – Identify and secure partnerships with **theme parks, attractions, and resorts** to drive business growth.
- **Sales & Negotiation** – Develop compelling **sales presentations and proposals**, negotiate contracts, and ensure seamless integration with operations.
- **Account Management** – Strengthen and expand **existing partnerships**, maintaining strong relationships with key stakeholders.
- **Revenue Optimization** – Identify and implement **new photography initiatives** to maximize revenue opportunities.
- **Market & Competitor Analysis** – Monitor industry trends and competitor activities to inform strategic decision-making.

Think you tick all the boxes? Great!

After applying, send me an email to explaining briefly why you're the best fit for this role. Your next big career move starts here!

#LI-JACID

Company Description