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JAC Recruitment Thailand

PR/118506 | Business Development Engineer / Executive

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1565948

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 2nd, 2025 10:48

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Key Responsibilities

- Identify and secure new business opportunities through calls, visits, and networking.
- Develop and implement strategic sales plans to penetrate target industries.
- Prepare proposals and quotations in collaboration with engineering and operations teams.
- Build and maintain strong customer relationships for long-term growth.
- Monitor competitors and market trends to stay competitive.
- Provide accurate sales forecasts and reports to support business planning.

Qualifications

- Bachelor's degree in Business, Sales, Marketing, Engineering, or related field.
- Minimum 3 years of experience in business development, sales, or account management.
- Strong hunter mindset with proven ability to close deals and meet targets.
- Experience in Automotive, Electronics, or Industrial Packaging is an advantage.
- Fluent in Thai and proficient in English (spoken and written).
- Self-motivated, independent, and confident in lead generation.
- Valid driver's license in Thailand.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description