



PR/118583 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1567503

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 11:01

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job summary:

The Business Development Manager (BDM) is responsible for driving business growth by identifying new market opportunities, building strategic partnerships, and expanding the company's client base. This role involves developing and executing strategies to increase revenue, improve market presence, and foster long-term relationships with clients.

Key Responsibilities:

- Market Research & Analysis:
 - Identify emerging markets, industry trends, and potential clients.
 - Analyze competitors and develop strategies to gain a competitive edge.
- Lead Generation & Sales:
 - Develop and maintain a pipeline of qualified prospects.
 - Negotiate and close deals to achieve revenue targets.
- Strategic Planning:
 - Create and implement business development plans aligned with company goals.

- Collaborate with marketing and product teams to support growth initiatives.
- Relationship Management:
 - Build and maintain strong relationships with clients, partners, and stakeholders.
 - Ensure high levels of customer satisfaction and retention.
- Reporting & Forecasting:
 - Prepare regular reports on business development activities and performance metrics.
 - Provide accurate sales forecasts and market insights to senior management.

Qualifications & Skills:

- Bachelor's degree in Business, Marketing, or related field (MBA preferred).
- Proven experience in business development, sales, or account management.
- Strong negotiation, communication, and presentation skills.
- Ability to analyze data and develop actionable strategies.
- Proficiency in CRM tools and MS Office Suite.

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Company Description