



PR/118439 | BD Manager - Power / Energy

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1569732

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 10:30

General Requirements

Minimum Experience Level

Over 3 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

Key Responsibilities**1. Business Growth & Strategy**

- Identify and evaluate new business opportunities, industry trends, and potential markets.
- Develop and execute business development strategies aligned with company goals.
- Prepare business plans, financial projections, and feasibility assessments.

2. Client & Partner Management

- Build and maintain strong relationships with customers, partners, suppliers, and government agencies.
- Serve as the primary contact point for key accounts and high-value clients.
- Conduct client presentations, negotiations, and contract discussions.

3. Market Analysis

- Conduct market intelligence on competitors, pricing, project pipelines, and investment trends (industrial, energy, construction, or trading).
- Provide insights and recommendations to senior management based on market findings.

4. Proposal & Project Coordination

- Lead the preparation of sales proposals, bidding documents, and commercial offers.

- Coordinate with cross-functional teams (engineering, operations, finance, legal, procurement) to deliver competitive submissions.
- Track proposal progress and follow up to maximize win rates.

5. Sales Performance & Reporting

- Set sales targets, monitor performance, and implement improvement initiatives.
- Prepare regular reports on pipeline status, revenue forecast, and strategic progress.
- Manage CRM or pipeline tracking tools to maintain accurate opportunity records.

Qualifications

- Bachelor's or Master's degree in Business, Engineering, Marketing, Economics, or related field.
- At least 7 years of experience in Business Development, Sales, or Commercial roles.
- Experience in trading, industrial products, energy, engineering services, or construction is highly preferred.
- Proven track record of securing new business, managing B2B clients, and delivering revenue growth.
- Strong communication and presentation skills in Thai and English.
- Excellent negotiation, analytical, and project management abilities.
- Ability to build long-term relationships with stakeholders at all levels.
- Strategic thinker with a proactive and entrepreneurial mindset.
- Familiarity with proposal/bidding processes (government or private) is an advantage.

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Company Description