



PR/118741 | Senior Manager - Business Development

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1574722

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 2nd, 2026 04:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Basic

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position: Senior Manager - Business Development

Salary: 100,000 – 130,000THB +/- (Negotiable)

Location: Sukhumvit, Bangkok

Our client is 3PL (Third-Party Logistics) provider, offering cargo shipping, freight forwarding, and distribution center management.

Responsibilities:

- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Having an in-depth knowledge of business products and value proposition
- Set up and monitor commercial activities to meet or deliver target on sales budget, cost, volume and efficiency target/KPI
- Develop and execute comprehensive business development strategies to achieve revenue and growth targets.

- Identify new markets, services, and products that align with the company's objectives.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protects organization's value by keeping information confidential.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Locates or proposes potential business deals by contacting potential partners, discovering and exploring opportunities.
- Research and build relationships with new customers
- Plan approaches and pitches new business opportunities to meet sales target
- Develop and deliver innovative, implementable, and commercially viable customer centric solutions in support of new business growth opportunities
- Develop the Win Plan to secure the business pursuit by simulating/advising the most competitive selling rate(s) and participate in financial negotiations to ensure profitability and/or the recovery of all project and operation costs
- Define pricing scheme of the solution/service
- Prepare pitching presentations and present to the customer
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion
- Run commercial and trend analysis, scenario modelling and opportunity assessment leading to a commercial insight/recommendation/survey
- Create agreement document with customers
- Other task as sign.

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Company Description