



## 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**

February 10th, 2026 10:01

### 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.

**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