



PR/118912 | Business Development

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1574743

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

June 16th, 2026 17:01

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

Key Responsibilities

- Identify, evaluate, and develop new market opportunities and business models, with a focus on Food, Retail, and Consumer sectors.
- Take full ownership of business development lifecycles—from initial concept and feasibility studies to successful execution and operational handover.
- Cultivate and maintain strong relationships with local strategic partners to unlock and secure high-value business opportunities.
- Contribute to and lead activities related to mergers, acquisitions, and strategic investments.
- Serve as a primary communicator between Local Management, Regional HQ, and Global Head Office to ensure all initiatives are aligned with broader corporate strategies.

Candidate Requirements

- Bachelor's degree or higher in Business, Economics, or a related field.

- Minimum of 5 years in Business Development or Project Management.
- Proven track record in the Food, Retail, or FMCG industries is highly preferred.
- Experience in driving new business from scratch, M&A processes, or leading teams is a significant advantage. A technical background is also a plus.
- Must possess high-level analytical thinking, a self-driven attitude, and the ability to work proactively in a fast-paced environment.
- Excellent command of English (both written and spoken) is required for reporting and cross-border collaboration.

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