



## 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**

April 21st, 2026 14:00

### 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