



PR/115689 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1580393

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

March 3rd, 2026 10:10

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

Position: Business Development Manager

Salary: ฿70,000- ฿80,000 per month

Location: LCB Branch

Responsibilities:

- Utilize market data to develop sales strategies aimed at increasing the SILVER/GOLD/PLATINUM customer base.
- Maintain a thorough knowledge of the company's products and services.
- Travel throughout the assigned territory to meet with current and prospective customers.
- Develop and maintain strong business relationships.
- Provide pricing, credit terms, and prepare sales contracts for orders.
- Provide activity reports and sales plans for the assigned territory.
- Actively participate in sales training and skill development.
- Adhere to all requirements outlined in the Sales Policy.

Qualification:

- Any gender, bachelor's degree required.
- At least 3-5 years of successful sales experience in the freight forwarding, logistics, or transportation industry.
- Excellent organizational, written, and verbal communication skills, along with strong presentation and interpersonal abilities.
- Thorough knowledge of transportation industry logistics, freight forwarding, and effective sales techniques.
- Have a driver's license.

Interested candidates, please send your resume in English, along with a recent photo and your expected salary, to us by email.

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Company Description