



PR/119385 | Regional Strategic Sales / Business Development

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1584452

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

May 26th, 2026 16:01

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

My client, a logistics company, is urgently hiring a Regional Strategic Sales / Business Development professional. This is an individual contributor role with no direct reports, suited for someone strong in strategy, analysis, and cross-functional collaboration.

The position supports regional sales strategy and business development for the hi-tech / semiconductor sector.

Key Responsibilities

Regional Strategy & Industry Development

- Help plan and carry out sales and business strategies
- Gather and review market trends, industry insights, and best practices

- Turn industry insights into simple sales materials, presentations, and clear action plans
- Support and help move forward regional Industry Vertical strategies

Market & Key Customer Analysis

- Research target markets to find new business opportunities
- Support the growth of strategic and key customers across the region
- Prepare easy-to-understand materials that explain automotive logistics needs and industry approaches for OpCos and sales teams

Value Proposition & Product Support

- Help create clear value propositions and commercial models
- Work with BUs and business teams to develop logistics solutions specific to the industry vertical
- Support the launch and promotion of new logistics solutions for automotive and technology customers

Regional & OpCo Collaboration

- Work closely with regional teams and OpCos on IV sales and business development activities
- Act as the regional contact person to guide, advise, and support IV sales teams
- Share best practices and encourage knowledge sharing across regions and countries

Knowledge Sharing & Development Plan Execution

- Help improve industry knowledge across teams through training and knowledge-sharing activities
- Follow the annual Industry Vertical Development Plan, track progress, and adjust actions to meet targets

Qualifications

- Bachelor's degree in a business-related field, preferably in sales or marketing
- More than 5 years of experience in the logistics or supply chain industry; regional or multi-country experience is a plus
- Experience working with multiple stakeholders, including regional teams, OpCos, and cross-functional teams; experience supporting customer proposals or solution development is an advantage
- Ability to coordinate activities, plan tasks, and prepare reports across teams
Experience or exposure to hi-tech/semiconductor or automotive/industrial industries
- Strong Microsoft Office skills, especially Excel and PowerPoint; experience with CRM tools or Power BI is a plus
- Fluent in English; Mandarin language skills are a plus

Interested applicants, please click [APPLY NOW](#). Only shortlisted candidates will be contacted due to the high volume of applications.

Thank you for your understanding.

#LI-JACTH

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Company Description