



PR/119466 | Senior Business Development Manager (Food Ingredients Industry)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1586611

Industry

Retail

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 14th, 2026 10:40

General Requirements

Minimum Experience Level

Over 10 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

Our client is a fast-growing food ingredients company, headquartered in Europe. They work closely with industrial bakery customers and value strong, long-term partnerships.

They are looking for a Senior Business Development Manager to lead growth with key customers across the region. This is a hands-on role where you will have real ownership of accounts, direct access to leadership, and the opportunity to influence commercial strategy in an international business.

Key Responsibilities

- Grow sales with industrial bakery customers and key regional accounts
- Develop new business opportunities and expand existing partnerships
- Manage strategic customers and build strong relationships with senior decision-makers
Lead pricing discussions, commercial negotiations, and regional agreements

- Prepare sales plans, forecasts, and long-term growth opportunities
- Act as the main commercial contact for customers in the region
- Represent the company in customer meetings and industry events

Requirements

- Bachelor's degree in Business, Food Science, Food Technology, or related field
- More than 7 years of experience in business development or key account management within bakery, food ingredients, or industrial food manufacturing
- Experience managing regional or international customers in a lean or entrepreneurial environment
Strong commercial instinct with confident negotiation skills
- Practical understanding of industrial bakery processes and applications
- Comfortable working in a small team, taking ownership, and making decisions
- Enjoys close collaboration with international colleagues and cross-functional teams
- Fluent in Thai and English with strong communication skills

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