



## 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**

May 26th, 2026 07:00

### 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