



## PR/119870 | Technical & Strategy Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1599094

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

June 26th, 2026 10:51

### 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

Position: Technical & Strategy Manager

Salary: 80,000 -120,000 THB

Location: Lumpini, Bangkok

**Responsibilities:**

- Engage directly with clients to understand briefs (target audience, positioning, pricing, scent direction)
- Recommend fragrance concepts and product strategies aligned with brand goals
- Act as a strategic partner, not just a supplier
- Define fragrance positioning, storytelling, and collection concepts
- Develop product lines based on consumer insights and market trends
- Translate client briefs into clear development direction for R&D teams
- Align client expectations with technical feasibility
- Review fragrance samples and provide feedback to refine scent direction
- Prepare concept decks, product positioning, and key selling points
- Support client presentations and key pitches
- Define pricing strategy and product tiering (mass / premium / niche)

- Analyze fragrance trends (notes, olfactive families, packaging, consumer behavior)
- Conduct competitor benchmarking and identify market gaps
- Spot new business opportunities for OEM projects
- Coordinate across clients, R&D, Sales, and Operations
- Manage timelines to ensure on-time product launches
- Ensure projects meet budget, requirements, and quality standard

Qualification

- Strong technical knowledge in fragrance oil ingredient
- Knowledge in FMCG or OEM for perfume (Fragrance oil)
- Good command in English
- Able to set yearly plan
- Able to go aboard

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## Company Description