



PR/119998 | New Business Development (Raw Material / Plastic)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1602429

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 12:00

General Requirements

Minimum Experience Level

Over 6 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

Job Title: New Business Development (Raw Material/Plastic)

Location: Rama9 (MRT accessible)

Job Type: Full-time, Monday – Friday from 08:30 to 17:30

Industry: Manufacturing

Job Purpose:

- Support the development and execution of new business development (NBD) strategies for assigned product areas in the Functional Materials Division (FMD), in alignment with divisional direction and corporate strategy.
- Execute full-cycle sales activities — customer prospecting, proposal, negotiation support, and commercialization — with a primary focus on the Thai automotive / mobility sector (Tier-1 suppliers and OEMs).

- Provide market research, competitive intelligence, and business proposals to support management decision-making and mid- to long-term portfolio development.

Job Responsibility:

[New Business Development]

- Conduct market research, customer needs analysis, and competitive benchmarking to identify new business opportunities in targeted industries (primarily Mobility / Automotive) in Thailand and ASEAN.
- Evaluate new product concepts, applications, and business models in collaboration with Head Quarter and other branches; prepare feasibility summaries and business proposals for review by the Manager.
- Analyze market trends, emerging technologies (including EV and lightweight materials), and competitor activities to generate actionable market intelligence for the division.
- Execute new business development activities: customer prospecting, initial approach, technical proposal preparation, negotiation support, and project commercialization.
- Develop new customer accounts and strategic partnerships, with particular focus on Tier-1 automotive parts manufacturers and OEMs in Thailand.
- Manage the assigned New Business Development (NBD) project pipeline: track milestones, identify bottlenecks, and report project status regularly to the Manager; achieve assigned NBD sales and commercialization KPIs.

[Business Execution & Project Management]

- Execute business plans and assigned tasks in line with Manager / Senior Manager direction; manage individual project timelines, milestones, and deliverables.
- Monitor personal business performance against KPIs; identify gaps, analyze root causes, and propose corrective actions proactively; manage assigned selling expenses within approved limits.
- Prepare monthly business reports and maintain accurate records of sales activities, customer information, project pipeline, and competitive intelligence.

[Global & Internal Collaboration]

- Coordinate with Head Quarter and other branches to align business activities with global and regional strategies; submit required business reports and market data on schedule.
- Collaborate with internal teams (Technical, SCM, Production, QA, Finance) to deliver integrated customer solutions and ensure seamless order fulfilment.
- Serve as the primary liaison between customers and internal stakeholders on product specifications, quality issues, and delivery matters.

Qualification:

[MUST]

- Bachelor's degree in Chemistry, Chemical Engineering, Materials Science, or a related field.
- Minimum 5–8 years of experience in business development, sales, or technical sales roles within the specialty chemical, polymer, or automotive materials industry.
- Demonstrated ability to execute sales activities across the full cycle from prospecting through to closing; experience developing new customer accounts and managing a personal sales pipeline is required (not limited to business development or introductory roles only).
- Experience in preparing business proposals, feasibility summaries, and market intelligence reports for management review.
- Proficiency in English (written and spoken minimum upper-intermediate level) for customer communication, Head Quarter, and other branches coordination/report preparation.
- Ability to travel within Thailand and to ASEAN markets (e.g., Vietnam, Indonesia) for customer visits and business development activities.
- Knowledge or experience in Thailand's automotive / mobility industry (Tier-1 suppliers, OEMs)

- Own a car with a valid driving's license.

[Preferred]

- Hands-on experience in EV / lightweight material trends.
- Familiarity in ASEAN cross-border business development or working in a Japanese multinational company environment.
- Ability to communicate in Japanese will be highly advantage.

Benefit:

- Annual leaves and holidays
- Provident Fund
- Health Insurance
- Medical Benefits
- Car Allowance (client onsite visitation)
- Gasoline Allowance
- Annual bonus (average of 3-4 months)
- Other benefits are followed by company's policy

How to Apply: If you meet the qualifications and are excited about this opportunity, please submit your resume and a cover letter by click "APPLY" We look forward to hearing from you!

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

Company Description