



PR/120231 | Assistant Manager, Business Development (Materials Industry)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1607774

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 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

Position: Assistant Manager, Business Development (Materials Industry)

Salary: Open to Discussion

Working Hours: Mon–Fri / Hybrid

Location: Bangkok, Thailand

About the Role

We are seeking an experienced and commercially driven Assistant Manager, Business Development to drive growth opportunities within the industrial materials sector.

In this role, you will identify and develop new business opportunities, manage the sales cycle from prospecting to commercialization, and build strong relationships with customers and business partners. You will also conduct market analysis, prepare business proposals, and collaborate with regional and cross-functional teams to support business growth.

This position is ideal for candidates with a strong sales mindset, experience in B2B industrial industries, and a passion for developing new business opportunities in a dynamic multinational environment.

Key Responsibilities

- Identify and develop new business opportunities in the manufacturing and mobility sectors.
- Manage the sales process from prospecting to commercialization.
- Build and maintain relationships with key customers and business partners.
- Conduct market research and competitor analysis.
- Prepare business proposals and support project execution.
- Coordinate with regional and cross-functional teams to deliver customer solutions.

Qualifications

- Bachelor's degree in Science, Engineering, Materials, Chemistry, or related field.
- 5+ years of experience in Business Development, Sales, or Technical Sales.
- Experience in industrial materials, chemicals, manufacturing, or related industries.
- Strong sales, negotiation, and customer management skills.
- Good English communication skills.
- Own car and valid driving license.
- Willingness to travel domestically and internationally as required.

Preferred

- Experience in automotive or mobility industries.
- Knowledge of emerging materials and technology trends.
- Experience working with regional or multinational teams.
- Additional language skills are an advantage.

Benefits:

- Annual leaves and holidays
- Provident Fund
- Health Insurance
- Medical Benefits
- Car Allowance (client onsite visitation)
- Gasoline Allowance

- Annual bonus
- Other benefits are followed by company's policy

Interested applicants, please click **APPLY NOW**. Only shortlisted candidates will be contacted due to the high volume of applications.

#LI-JACTH

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Company Description