



PR/120590 | Business Development Manager (cold chain)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1616847

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

October 13th, 2026 10:53

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

Business Development Manager (Cold Chain)

Salary: 100,000 – 120,000 THB

Location: BTS/MRT central city area

Key Responsibilities

- Formulate and implement business development strategies for the cold chain sector to achieve sustainable growth across transportation and refrigerated container services.
- Identify and pursue new business opportunities, emerging markets, prospective clients, and strategic partners within the temperature-controlled logistics industry.
- Analyze market dynamics, customer demands, and competitor activities to uncover opportunities for service enhancement and business expansion.

- Conduct market intelligence and industry research, including competitive benchmarking, to support commercial planning and growth initiatives.
- Design cost-effective cold chain solutions, pricing structures, and business proposals that align with customer needs and profitability objectives.
- Assess client requirements and develop tailored logistics solutions to address both operational and commercial challenges.
- Build and strengthen strategic partnerships across industries such as retail, supermarkets, healthcare, pharmaceuticals, food processing, and other temperature-sensitive sectors.

Qualifications

- Bachelor's degree or higher in Logistics, Supply Chain Management, Business Administration, Marketing, Finance, or a related discipline.
- At least 5 years of experience in cold chain logistics, temperature-controlled transportation, or a related field.
- Solid expertise in cold chain operations, including solution design, costing methodologies, pricing strategies, and service optimization.
- Strong understanding of cold chain processes, compliance requirements, and service quality standards.
- Established network within relevant industries, including retail chains, supermarkets, healthcare providers, hospitals, food manufacturers, and food & beverage businesses.
- Hands-on exposure to cold chain operations and practical knowledge of temperature-controlled logistics environments.
- Good command of English and Thai

Interested candidates, please send your resume in English to us.

JAC Personnel Recruitment Ltd
10F Emporium Tower, 622 Sukhumvit Soi 24, Klongton, Klongtoey, Bangkok 10110

Contact: K. Napaphach
Office Number: 066-097-2958
Time: 9:00 AM – 6:00 PM
Website: <https://www.jac-recruitment.co.th>

#LI-JACTH
#citybangkok

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