

PR/120672 | Commercial Business Development Analyst

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1619331

Industry
Petrochemical, Energy

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 09:00

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

About the Role
We are looking for a commercially driven and strategic professional to join our team as a **Commercial Business Development Analyst**. In this role, you will play a key part in driving business growth by identifying new market opportunities, expanding product applications, and developing value-added businesses across domestic and international markets.

You will work closely with customers and internal stakeholders to understand market trends, customer requirements, competitive dynamics, and growth opportunities. This position offers the opportunity to contribute directly to the company's sales, revenue, and profitability objectives while supporting long-term business expansion initiatives.

Key Responsibilities

- Identify and explore new business opportunities, including value-added products, green products, and high-value products (HVP), across Petroleum, Lubricants, Aromatics, LAB, Solvents, and Chemical product segments in both domestic and international markets.

- Research and evaluate customer needs, product requirements, market dynamics, key business drivers, competitive landscapes, and potential market risks.

- Generate customer insights and translate findings into actionable business opportunities and growth initiatives.
- Develop, prioritize, and execute strategies to support new market penetration and product expansion.
- Formulate business models, sales plans, and strategic sales roadmaps to support sustainable business growth.
- Drive business activities and product commercialization efforts to achieve sales, revenue, and profit targets.
- Establish sales objectives through market forecasting, business planning, and annual sales target development.
- Collaborate with customers, business partners, and cross-functional teams to ensure successful implementation of commercial initiatives.
- Monitor business performance and recommend improvement actions to maximize commercial results.

Qualifications

- Bachelor's degree in Business Administration, Marketing, Economics, Engineering, Chemical Engineering, or related fields.
- Minimum 5 years of experience in relevant industries.
- Proven experience in product sales, new product development, market development, or business expansion activities.
- Strong understanding of product management, customer management, and market development principles.
- Good command of both spoken and written English.
- Excellent communication, presentation, and negotiation skills.
- Strong interpersonal skills with the ability to build relationships across diverse stakeholders.
- Self-motivated, energetic, and results-oriented with a proactive approach to work.
- Able to work independently and adapt to a dynamic business environment.
- Willingness and flexibility to travel and work overseas within the Southeast Asia region.

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.

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Company Description