

PR/120570 | Business Development Manager

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621186

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:58

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 Description:

- Drive business growth by identifying new market opportunities, building strategic partnerships, and acquiring new customers across the “food service and food manufacturing sectors”.
- Leverage existing industry networks and relationships to expand customer base and strengthen market presence in Thailand.
- Develop and maintain long-term relationships with key accounts, distributors, food manufacturers, restaurant chains, and business partners.
- Conduct market research and customer visits to understand industry trends, identify business opportunities, and propose tailored food solution offerings.
- Lead business development initiatives from prospecting to deal closure, including commercial negotiations, proposal preparation, and contract discussions.

- Collaborate closely with R&D, factory, and internal stakeholders to deliver customized solutions and ensure successful project implementation.
- Explore new sales channels, market segments, and OEM/private-label opportunities to support sustainable business expansion.
- Provide regular updates on market intelligence, competitor activities, sales progress, and growth opportunities to management.

Qualification:

- Bachelor's degree in Business, Marketing, Food Science, or a related field.
- 5-10 years of experience in Business Development, Sales, or Key Account Management within the food industry.
- Strong network with food manufacturers, restaurant chains, distributors, or food service operators in Thailand.
- Proven track record in acquiring new customers and driving business growth.
- Experience in food ingredients, seasonings, sauces, OEM, or food solution businesses is preferred.
- Strong negotiation, presentation, and relationship management skills.
- Self-driven, entrepreneurial, and able to work independently.
- Good command of English; Japanese is a plus.

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