

PR/120696 | Business Development Manager

Job Information

Recruiter
JAC Recruitment Thailand

Job ID
1621212

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Thailand

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:59

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
Location: Eastern Seaboard, Thailand
Salary: Competitive Salary + Allowance + Performance Bonus

Job Overview
We are seeking an experienced and results-driven **Business Development Manager** to drive business growth and expand customer relationships within the manufacturing and industrial sectors. This role is responsible for developing new business opportunities, managing key customer accounts, and working closely with internal and overseas teams to achieve sales targets.

Key Responsibilities

- Develop and implement business development strategies to achieve sales objectives.
- Identify and generate new business opportunities with OEM, automotive, and industrial manufacturing customers.
- Build and maintain strong relationships with existing and potential clients.

- Manage vendor registration, customer qualification, and commercial negotiations.
- Prepare quotations, proposals, and sales presentations.
- Coordinate with internal teams and manufacturing partners to ensure customer satisfaction.
- Monitor market trends, competitor activities, and customer requirements.
- Prepare sales forecasts and business reports for management.
- Travel to customer sites within Thailand and occasionally across Southeast Asia.

Qualifications

- Bachelor's Degree in Engineering, Business Administration, Marketing, or related fields.
- Minimum 5 years of experience in Business Development, Sales, Key Account Management, or Technical Sales.
- Experience in industrial products, machinery, automation, manufacturing solutions, or related industries.
- Proven track record in acquiring new customers and growing business opportunities.
- Strong negotiation, presentation, and relationship management skills.
- Good understanding of manufacturing, automotive, or industrial markets.
- Fluent English communication skills, both spoken and written.
- Self-motivated, proactive, and able to work independently.
- Possess a valid driving license and own transportation.

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