



JAC Recruitment

We are recruitment specialists around the globe

Indonesia

PR/122786 | BD Manager – Attractions & Hospitality (Fluent English Speaker)

募集職種

人材紹介会社

ジェイエイシーリクルートメントインドネシア

求人ID

1538072

業種

旅行・観光

雇用形態

正社員

勤務地

インドネシア

給与

経験考慮の上、応相談

更新日

2025年05月01日 20:10

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Location : Bali**Industry : Hospitality (Theme Parks, Attractions & Resorts)****Benefit : Medical Insurance + Phone Allowance + Incentives**

Are you an experienced BD Manager with a strong background in Attractions, Theme Parks or Resorts? Do you have the expertise to **drive growth and strategic partnerships** while effectively communicating in **fluent English**?

JAC Recruitment Indonesia is seeking a **results-driven and analytical BD Manager** to join a **global leader in imaging solutions for the attractions and hospitality industry!**

In this role, you will be responsible for **identifying new business opportunities, expanding market reach, and building strategic collaborations** to enhance business performance. You will **report directly to the Expatriate BD Director**, requiring **strong English communication skills**.

What Sets This Company Apart

A **global leader in imaging solutions for the attractions and hospitality industry**. As part of the team, you'll play a crucial role in **driving business expansion, building strategic partnerships, and enhancing guest experiences through innovative imaging solutions**.

Qualifications:

- **Bachelor's degree/master's degree in business** or related fields
- Minimum **8 years of experience** in **sales and business development**, with a strong **background and connections** in **Attractions, Theme Parks, or Resorts**.
- Fluency in English (**MUST**)

Responsibilities:

- **New Business Development** – Identify and secure partnerships with **theme parks, attractions, and resorts** to drive business growth.
- **Sales & Negotiation** – Develop compelling **sales presentations and proposals**, negotiate contracts, and ensure seamless integration with operations.
- **Account Management** – Strengthen and expand **existing partnerships**, maintaining strong relationships with key stakeholders.
- **Revenue Optimization** – Identify and implement **new photography initiatives** to maximize revenue opportunities.
- **Market & Competitor Analysis** – Monitor industry trends and competitor activities to inform strategic decision-making.

Think you tick all the boxes? Great!

After applying, send me an email to explaining briefly why you're the best fit for this role. Your next big career move starts here!

#LI-JACID

会社説明