



JAC Recruitment

We are recruitment specialists around the globe

Thailand

PR/116190 | Business Development Engineer

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 タイランド

求人ID

1540262

業種

その他（商社）

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2025年06月04日 14:00

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

Job Overview:

Position: Senior Business Development Engineer (OEM & Aftermarket)

Industry: Automotive Tier1

Our client is Big brand automotive semi-OEM products (OEM/ Aftersales market),

Salary Package: 80K -130K

Location: Rama 9 area**Employment Type:** Full-time

Key Responsibilities:

- Client Liaison: Act as the window person between the company and car manufacturers (clients), managing relationships and ensuring their needs are met.

- **Project Development:** Lead the development of new projects tailored to client requirements for semi-OEM products, from concept to execution.
- **Technical Support:** Provide technical expertise and solutions to clients, ensuring that products align with their specifications and industry standards.
- **Market Strategy:** Develop and implement strategies for business growth in both OEM and Aftermarket segments.
- **Cross-functional Collaboration:** Work closely with internal teams, including R&D, Engineering, and Sales, to ensure project success and client satisfaction.
- **Market Analysis:** Conduct market research to identify trends, client needs, and opportunities for expanding the semi-OEM product line.
- **Aftermarket Services:** Develop and promote aftermarket solutions, including spare parts, maintenance services, and customer support programs.
- **Sales Support:** Assist the sales team with technical expertise during client negotiations and presentations.
- **Reporting:** Prepare detailed reports on business development activities, project progress, and market conditions.

Qualifications:

- **Education:** Bachelor's or Master's degree in Engineering or relate field but must to have knowledge about automotive engineering.
- **Experience:** Minimum 5-10 years of experience in automotive or manufacturing industries, with a focus on OEM and Aftermarket markets.
- Strong technical background and understanding of semi-OEM products.
- Excellent communication and negotiation skills, with the ability to manage client relationships effectively.
- Proven experience in project management and business development with engineering background.
- Proficiency in English (Business Level).
- Willingness to travel domestically and internationally as required.
- Proactive approach with strong leadership abilities.