



PR/118583 | Business Development Manager

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

1567503

業種

小売

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

2026年06月02日 02:00

応募必要条件

職務経験

6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

無し

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 summary:

The Business Development Manager (BDM) is responsible for driving business growth by identifying new market opportunities, building strategic partnerships, and expanding the company's client base. This role involves developing and executing strategies to increase revenue, improve market presence, and foster long-term relationships with clients.

Key Responsibilities:

- Market Research & Analysis:
 - Identify emerging markets, industry trends, and potential clients.
 - Analyze competitors and develop strategies to gain a competitive edge.
- Lead Generation & Sales:
 - Develop and maintain a pipeline of qualified prospects.
 - Negotiate and close deals to achieve revenue targets.
- Strategic Planning:
 - Create and implement business development plans aligned with company goals.

- Collaborate with marketing and product teams to support growth initiatives.
- Relationship Management:
 - Build and maintain strong relationships with clients, partners, and stakeholders.
 - Ensure high levels of customer satisfaction and retention.
- Reporting & Forecasting:
 - Prepare regular reports on business development activities and performance metrics.
 - Provide accurate sales forecasts and market insights to senior management.

Qualifications & Skills:

- Bachelor's degree in Business, Marketing, or related field (MBA preferred).
- Proven experience in business development, sales, or account management.
- Strong negotiation, communication, and presentation skills.
- Ability to analyze data and develop actionable strategies.
- Proficiency in CRM tools and MS Office Suite.

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会社説明