



JAC Recruitment

タイの求人なら
JAC Recruitment Thailand

PR/118439 | BD Manager - Power / Energy

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

1569732

業種

石油・エネルギー

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12月23日 10:30

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

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

Key Responsibilities

1. Business Growth & Strategy

- Identify and evaluate new business opportunities, industry trends, and potential markets.
- Develop and execute business development strategies aligned with company goals.
- Prepare business plans, financial projections, and feasibility assessments.

2. Client & Partner Management

- Build and maintain strong relationships with customers, partners, suppliers, and government agencies.
- Serve as the primary contact point for key accounts and high-value clients.
- Conduct client presentations, negotiations, and contract discussions.

3. Market Analysis

- Conduct market intelligence on competitors, pricing, project pipelines, and investment trends (industrial, energy, construction, or trading).
- Provide insights and recommendations to senior management based on market findings.

4. Proposal & Project Coordination

- Lead the preparation of sales proposals, bidding documents, and commercial offers.

- Coordinate with cross-functional teams (engineering, operations, finance, legal, procurement) to deliver competitive submissions.
- Track proposal progress and follow up to maximize win rates.

5. Sales Performance & Reporting

- Set sales targets, monitor performance, and implement improvement initiatives.
- Prepare regular reports on pipeline status, revenue forecast, and strategic progress.
- Manage CRM or pipeline tracking tools to maintain accurate opportunity records.

Qualifications

- Bachelor's or Master's degree in Business, Engineering, Marketing, Economics, or related field.
- At least 7 years of experience in Business Development, Sales, or Commercial roles.
- Experience in trading, industrial products, energy, engineering services, or construction is highly preferred.
- Proven track record of securing new business, managing B2B clients, and delivering revenue growth.
- Strong communication and presentation skills in Thai and English.
- Excellent negotiation, analytical, and project management abilities.
- Ability to build long-term relationships with stakeholders at all levels.
- Strategic thinker with a proactive and entrepreneurial mindset.
- Familiarity with proposal/bidding processes (government or private) is an advantage.

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.

Privacy Policy Link: <https://www.jac-recruitment.th/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.th/terms-of-use>

会社説明