



PR/119385 | Regional Strategic Sales / Business Development

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

1584452

業種

物流・倉庫

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04月14日 05:00

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

流暢

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

My client, a logistics company, is urgently hiring a Regional Strategic Sales / Business Development professional. This is an individual contributor role with no direct reports, suited for someone strong in strategy, analysis, and cross-functional collaboration.

The position supports regional sales strategy and business development for the hi-tech / semiconductor sector.

Key Responsibilities

Regional Strategy & Industry Development

- Help plan and carry out sales and business strategies
- Gather and review market trends, industry insights, and best practices

- Turn industry insights into simple sales materials, presentations, and clear action plans
- Support and help move forward regional Industry Vertical strategies

Market & Key Customer Analysis

- Research target markets to find new business opportunities
- Support the growth of strategic and key customers across the region
- Prepare easy-to-understand materials that explain automotive logistics needs and industry approaches for OpCos and sales teams

Value Proposition & Product Support

- Help create clear value propositions and commercial models
- Work with BUs and business teams to develop logistics solutions specific to the industry vertical
- Support the launch and promotion of new logistics solutions for automotive and technology customers

Regional & OpCo Collaboration

- Work closely with regional teams and OpCos on IV sales and business development activities
- Act as the regional contact person to guide, advise, and support IV sales teams
- Share best practices and encourage knowledge sharing across regions and countries

Knowledge Sharing & Development Plan Execution

- Help improve industry knowledge across teams through training and knowledge-sharing activities
- Follow the annual Industry Vertical Development Plan, track progress, and adjust actions to meet targets

Qualifications

- Bachelor's degree in a business-related field, preferably in sales or marketing
- More than 5 years of experience in the logistics or supply chain industry; regional or multi-country experience is a plus
- Experience working with multiple stakeholders, including regional teams, OpCos, and cross-functional teams; experience supporting customer proposals or solution development is an advantage
- Ability to coordinate activities, plan tasks, and prepare reports across teams
Experience or exposure to hi-tech/semiconductor or automotive/industrial industries
- Strong Microsoft Office skills, especially Excel and PowerPoint; experience with CRM tools or Power BI is a plus
- Fluent in English; Mandarin language skills are a plus

Interested applicants, please click [APPLY NOW](#). Only shortlisted candidates will be contacted due to the high volume of applications.

Thank you for your understanding.

#LI-JACTH

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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会社説明