



PR/119466 | Senior Business Development Manager (Food Ingredients Industry)

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

1586611

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04月28日 06:00

応募必要条件

職務経験

10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

Our client is a fast-growing food ingredients company, headquartered in Europe. They work closely with industrial bakery customers and value strong, long-term partnerships.

They are looking for a Senior Business Development Manager to lead growth with key customers across the region. This is a hands-on role where you will have real ownership of accounts, direct access to leadership, and the opportunity to influence commercial strategy in an international business.

Key Responsibilities

- Grow sales with industrial bakery customers and key regional accounts
- Develop new business opportunities and expand existing partnerships
- Manage strategic customers and build strong relationships with senior decision-makers
Lead pricing discussions, commercial negotiations, and regional agreements

- Prepare sales plans, forecasts, and long-term growth opportunities
- Act as the main commercial contact for customers in the region
- Represent the company in customer meetings and industry events

Requirements

- Bachelor's degree in Business, Food Science, Food Technology, or related field
- More than 7 years of experience in business development or key account management within bakery, food ingredients, or industrial food manufacturing
- Experience managing regional or international customers in a lean or entrepreneurial environment
Strong commercial instinct with confident negotiation skills
- Practical understanding of industrial bakery processes and applications
- Comfortable working in a small team, taking ownership, and making decisions
- Enjoys close collaboration with international colleagues and cross-functional teams
- Fluent in Thai and English with strong communication skills

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

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会社説明