

PR/120590 | Business Development Manager (cold chain)

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
1616847

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10月27日 10:00

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

Business Development Manager (Cold Chain)

Salary: 100,000 – 120,000 THB

Location: BTS/MRT central city area

Key Responsibilities

- Formulate and implement business development strategies for the cold chain sector to achieve sustainable growth across transportation and refrigerated container services.
- Identify and pursue new business opportunities, emerging markets, prospective clients, and strategic partners within the temperature-controlled logistics industry.
- Analyze market dynamics, customer demands, and competitor activities to uncover opportunities for service enhancement and business expansion.

- Conduct market intelligence and industry research, including competitive benchmarking, to support commercial planning and growth initiatives.
- Design cost-effective cold chain solutions, pricing structures, and business proposals that align with customer needs and profitability objectives.
- Assess client requirements and develop tailored logistics solutions to address both operational and commercial challenges.
- Build and strengthen strategic partnerships across industries such as retail, supermarkets, healthcare, pharmaceuticals, food processing, and other temperature-sensitive sectors.

Qualifications

- Bachelor's degree or higher in Logistics, Supply Chain Management, Business Administration, Marketing, Finance, or a related discipline.
- At least 5 years of experience in cold chain logistics, temperature-controlled transportation, or a related field.
- Solid expertise in cold chain operations, including solution design, costing methodologies, pricing strategies, and service optimization.
- Strong understanding of cold chain processes, compliance requirements, and service quality standards.
- Established network within relevant industries, including retail chains, supermarkets, healthcare providers, hospitals, food manufacturers, and food & beverage businesses.
- Hands-on exposure to cold chain operations and practical knowledge of temperature-controlled logistics environments.
- Good command of English and Thai

Interested candidates, please send your resume in English to us.

JAC Personnel Recruitment Ltd
10F Emporium Tower, 622 Sukhumvit Soi 24, Klongton, Klongtoey, Bangkok 10110

Contact: K. Napaphach
Office Number: 066-097-2958
Time: 9:00 AM – 6:00 PM
Website: https://www.jac-recruitment.co.th

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#citybangkok

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