JAC Recruitment

タイの求人なら
JAC Recruitment Thailand

PR/120672 | Commercial Business Development Analyst

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
1619331

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
2026年11月10日 09:00

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

About the Role
We are looking for a commercially driven and strategic professional to join our team as a **Commercial Business Development Analyst**. In this role, you will play a key part in driving business growth by identifying new market opportunities, expanding product applications, and developing value-added businesses across domestic and international markets.

You will work closely with customers and internal stakeholders to understand market trends, customer requirements, competitive dynamics, and growth opportunities. This position offers the opportunity to contribute directly to the company's sales, revenue, and profitability objectives while supporting long-term business expansion initiatives.

Key Responsibilities

- Identify and explore new business opportunities, including value-added products, green products, and high-value products (HVP), across Petroleum, Lubricants, Aromatics, LAB, Solvents, and Chemical product segments in both domestic and international markets.

- Research and evaluate customer needs, product requirements, market dynamics, key business drivers, competitive landscapes, and potential market risks.

- Generate customer insights and translate findings into actionable business opportunities and growth initiatives.
- Develop, prioritize, and execute strategies to support new market penetration and product expansion.
- Formulate business models, sales plans, and strategic sales roadmaps to support sustainable business growth.
- Drive business activities and product commercialization efforts to achieve sales, revenue, and profit targets.
- Establish sales objectives through market forecasting, business planning, and annual sales target development.
- Collaborate with customers, business partners, and cross-functional teams to ensure successful implementation of commercial initiatives.
- Monitor business performance and recommend improvement actions to maximize commercial results.

Qualifications

- Bachelor's degree in Business Administration, Marketing, Economics, Engineering, Chemical Engineering, or related fields.
- Minimum 5 years of experience in relevant industries.
- Proven experience in product sales, new product development, market development, or business expansion activities.
- Strong understanding of product management, customer management, and market development principles.
- Good command of both spoken and written English.
- Excellent communication, presentation, and negotiation skills.
- Strong interpersonal skills with the ability to build relationships across diverse stakeholders.
- Self-motivated, energetic, and results-oriented with a proactive approach to work.
- Able to work independently and adapt to a dynamic business environment.
- Willingness and flexibility to travel and work overseas within the Southeast Asia region.

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