

PR/120570 | Business Development Manager

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
1621186

業種
レストラン・フードサービス

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17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

Job Description:

- Drive business growth by identifying new market opportunities, building strategic partnerships, and acquiring new customers across the “food service and food manufacturing sectors”.
- Leverage existing industry networks and relationships to expand customer base and strengthen market presence in Thailand.
- Develop and maintain long-term relationships with key accounts, distributors, food manufacturers, restaurant chains, and business partners.
- Conduct market research and customer visits to understand industry trends, identify business opportunities, and propose tailored food solution offerings.
- Lead business development initiatives from prospecting to deal closure, including commercial negotiations, proposal preparation, and contract discussions.

- Collaborate closely with R&D, factory, and internal stakeholders to deliver customized solutions and ensure successful project implementation.
- Explore new sales channels, market segments, and OEM/private-label opportunities to support sustainable business expansion.
- Provide regular updates on market intelligence, competitor activities, sales progress, and growth opportunities to management.

Qualification:

- Bachelor's degree in Business, Marketing, Food Science, or a related field.
- 5-10 years of experience in Business Development, Sales, or Key Account Management within the food industry.
- Strong network with food manufacturers, restaurant chains, distributors, or food service operators in Thailand.
- Proven track record in acquiring new customers and driving business growth.
- Experience in food ingredients, seasonings, sauces, OEM, or food solution businesses is preferred.
- Strong negotiation, presentation, and relationship management skills.
- Self-driven, entrepreneurial, and able to work independently.
- Good command of English; Japanese is a plus.

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