

PR/120696 | 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
1621212

業種
その他（メーカー）

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17日 08:00

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
Location: Eastern Seaboard, Thailand
Salary: Competitive Salary + Allowance + Performance Bonus

Job Overview
We are seeking an experienced and results-driven **Business Development Manager** to drive business growth and expand customer relationships within the manufacturing and industrial sectors. This role is responsible for developing new business opportunities, managing key customer accounts, and working closely with internal and overseas teams to achieve sales targets.

Key Responsibilities

- Develop and implement business development strategies to achieve sales objectives.
- Identify and generate new business opportunities with OEM, automotive, and industrial manufacturing customers.
- Build and maintain strong relationships with existing and potential clients.

- Manage vendor registration, customer qualification, and commercial negotiations.
- Prepare quotations, proposals, and sales presentations.
- Coordinate with internal teams and manufacturing partners to ensure customer satisfaction.
- Monitor market trends, competitor activities, and customer requirements.
- Prepare sales forecasts and business reports for management.
- Travel to customer sites within Thailand and occasionally across Southeast Asia.

Qualifications

- Bachelor's Degree in Engineering, Business Administration, Marketing, or related fields.
- Minimum 5 years of experience in Business Development, Sales, Key Account Management, or Technical Sales.
- Experience in industrial products, machinery, automation, manufacturing solutions, or related industries.
- Proven track record in acquiring new customers and growing business opportunities.
- Strong negotiation, presentation, and relationship management skills.
- Good understanding of manufacturing, automotive, or industrial markets.
- Fluent English communication skills, both spoken and written.
- Self-motivated, proactive, and able to work independently.
- Possess a valid driving license and own transportation.

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