



## PR/115689 | Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1504176

**Industry**

Logistics, Storage

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 10:40

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

**Position:** Business Development Manager

**Salary:** ฿70,000- ฿80,000 per month

**Location:** LCB Branch

### Responsibilities:

- Utilize market data to develop sales strategies aimed at increasing the SILVER/GOLD/PLATINUM customer base.
- Maintain a thorough knowledge of the company's products and services.
- Travel throughout the assigned territory to meet with current and prospective customers.
- Develop and maintain strong business relationships.
- Provide pricing, credit terms, and prepare sales contracts for orders.
- Provide activity reports and sales plans for the assigned territory.
- Actively participate in sales training and skill development.
- Adhere to all requirements outlined in the Sales Policy.

**Qualification:**

- Any gender, bachelor's degree required.
- At least 3-5 years of successful sales experience in the freight forwarding, logistics, or transportation industry.
- Excellent organizational, written, and verbal communication skills, along with strong presentation and interpersonal abilities.
- Thorough knowledge of transportation industry logistics, freight forwarding, and effective sales techniques.
- Have a driver's license.

Interested candidates, please send your resume in English, along with a recent photo and your expected salary, to us by email.

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Company Description