



## PR/115878 | Business Development - Oil & Gas

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1504240

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 10:42

### 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

**Key Responsibilities:**

1. **Industry Expertise** : Possess substantial experience in the Subsea Oil & Gas sector across Asia Pacific region.
2. **Client Engagement** : Foster brand awareness through effective client engagement and informed about upcoming opportunities including capture any new business opportunities
3. **Marketing Material Development** : Update and expand marketing materials to accurately showcase capabilities, including creating datasheets that outline past project profiles to highlight the company's track record.
4. **Business Development Strategy** : Formulate and implement a Business Development strategy aimed at achieving and surpassing financial KPIs, including potential expansion into new regions.
5. **Strategic Planning Collaboration** : Collaborate with the management team to help shape the overall strategic plan for the business.
6. **Contract Negotiation Support** : Support negotiations for new business contracts and renewals.

7. **Relationship Building** : Cultivate strong relationships with key and prospective clients in the Subsea Oil & Gas and renewables sectors to promote the Company's services.
8. **Senior Management Support** : Provide market information and insights to the senior management team and in-house analysts as needed.

**Requirements:**

- Bachelors or master's degree in Business, Marketing, project management, or related field.
- At least 10 years of experience in the subsea oil and gas industry, covering operations, sales, business, and project management.
- At least of 5 years in Managerial positions.
- Excellent communication skill both Thai and English.
- Ability to work independently

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Company Description