



PR/115763 | Business Development Executive

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1509932

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 18:19

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

Our client is looking for Business Development person to expand business in intermediate bulk container (IBC)

Key Responsibilities:

- Collaborate with the existing Sales/CRM team to engage with current clients.
- Identify and pursue potential customers to expand IBC operations.
- Prepare and submit weekly and monthly sales reports, including visit plans, sales activities, pipeline updates, and information on customers, suppliers, and competitors.
- Achieve individual targets by signing on existing and new customers and securing new business for IBC.
- Conduct regular meetings with customers after successfully onboarding new IBC business.

- Oversee contract renewals and ensure compliance.
- Track new IBC business on hire (EOH), Daily Hire Rate (DHR), and liner bag usage monthly, providing insights into IBC movement and usage, while issuing invoices for new clients and forecasting demand for peak periods.
- Work closely with Customer Services to ensure accurate processing of transactions and timely resolution of any invoice disputes within the next month.
- Hold weekly meetings with Customer Services and Operations to review service quality and address customer satisfaction concerns.
- Ensure timely collections, guaranteeing invoices are paid according to Loscam's terms and conditions.
- Organize regular training programs for customers on handling IBCs and liner bags.

Interested candidate, please submit your most recent resume in English (Word format) by simply clicking **"APPLY NOW"**
JAC Personnel Recruitment Ltd.
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Company Description