



PR/116265 | NEW BUSINESS DEVELOPMENT MANAGER - Plastic

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1510151

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 18:22

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: NEW BUSINESS DEVELOPMENT MANAGER

Product: Plastics Compounds for Automotive Market

Location: Bangkok

Salary: 100,000 – 120,000 THB

Job Summary:

We are seeking a dynamic and experienced New Business Development Manager to drive sales and expand our market presence in the OEM automotive sector. The ideal candidate will have a strong engineering background and a proven track record in business development within the plastics industry.

Responsibilities:

- Identify and develop new business opportunities within the OEM automotive market.

- Build and maintain strong relationships with key decision-makers and stakeholders.
- Conduct market research to identify trends and customer needs.
- Develop and implement strategic sales plans to achieve company goals.
- Collaborate with the engineering and product development teams to ensure customer requirements are met.
- Prepare and deliver compelling sales presentations and proposals.
- Negotiate contracts and close sales deals.
- Monitor and report on sales performance and market trends.
- Attend industry events and trade shows to promote the company's products and services.

Qualifications:

- Bachelor's degree in Chemical Engineering or a related field.
- Minimum of 5 years of experience in business development or sales, preferably in the plastics or automotive industry.
- Strong technical knowledge of plastic compounds and their applications in the automotive sector.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Proven ability to meet and exceed sales targets.
- Willingness to travel as required.

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Company Description