



PR/116275 | Business Development Manager (Japanese-speaking)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1510163

Industry

Retail

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: Business Development Manager (Japanese-speaking)

Location: Ramkhamhaeng, Bangkok

Working hours: Monday – Friday, 8.00 – 17.00

Product: Sensing products

Responsibilities:

- Meet assigned sales targets for the country and business unit.
- Act as the main contact for Japanese customers throughout the sales process, including providing sales and basic technical consultation, product knowledge, proposals, deal closing, and negotiating sales terms.
- Oversee marketing activities, create action plans, and execute these plans with resellers in designated products, industries, and territories (including inbound activities, advertisements, seminars, and exhibitions).

- Compile and provide intelligence information on market, industries, and territories regarding Japanese investments in sales territories.
- Manage resellers, including sales activities, investments, training, and other related activities.
- Develop new business units.

Qualifications:

- Bachelor's degree in chemical, Electrical, or Industrial Engineering, or a related field.
- Over 5 years of experience in similar roles, preferably in color-related industries such as coatings, plastics, automotive, or electrical appliances.
- Strong sales and presentation skills.
- Proficient in business-level communication in both English and Japanese.
- Possess a valid driving license and own a car.
- Willingness to travel frequently, both domestically and internationally.

Benefits

- Provident Fund
- Fleet Card 200 Liters/Month
- Car maintenance allowance
- Mobile phone
- Medical Insurance
- Life insurance
- Bonus

Company Description