



PR/116316 | Business Development Manager (Digital Advertising Agency)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1511056

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

December 17th, 2024 11:53

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
Industry: Digital Advertising Agency
Salary: 70,000 – 80,000 THB / Month
Location: Bangkok

Qualifications:

- Bachelor's degree or in business administration, digital marketing, marketing, or a related field.
- Experience in business development, sales, or a related field around 7 years.
- Experience in digital marketing or digital marketing agency business. (Advantage)
- Proficiency in MS Office, especially Microsoft Excel.
- Fluent in speaking, reading and writing in English (TOEIC score 750+)
- Excellent communication and interpersonal skills.

Job Responsibilities:

- Analyze data to determine market opportunities and develop strategies to capitalize on them.
- Create and execute plans to penetrate new markets, build partnerships, and increase sales.
- Build and maintain strong relationships with existing clients to foster loyalty and identify opportunities for upselling or cross-selling.

- Negotiate terms and conditions of contracts, pricing, and service agreements with clients to achieve mutually beneficial outcomes.
- Develop sales forecasts and projections based on market analysis, historical data, and current trends.
- Track, Analyze and report on key performance indicators (KPIs) such as sales revenue and conversion rates.
- Negotiate contracts and agreements with customers and partners.
- Oversee the development and execution of business development projects.

Benefits:

- Transport allowance
- Group Insurance
- Annual leave
- Company trip

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

Contact: K. Rattanakon (Kaewta)

Office number: 066-0972935

Company Description