



## PR/115763 | Business Development Executive

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1513180

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

January 7th, 2025 14:00

### 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.  
10F, Emporium Tower, 622, Soi 24, Sukhumvit Road, Klongton, Klongtoey, Bangkok 10110  
Tel: [02 261 1270](tel:022611270)

---

## Company Description