



PR/115821 | Business Development Manager (English Speaking)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513193

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

Position: Business Development Manager (Sensing Product)

Salary total packages 100 – 130 Baht

Location: 22 Ramkhamhaeng Rd, Hua Mak, Bangkok

Work Date and Time: M-F 8.00 – 17.00

Job Purpose

Responsible for selling sensing products (Radiant Visions Systems, Instrument Systems and Specim) and business partner (Rhopoint and GTI) as annual target by providing market/territory intelligence database and information. Building up a professional network and customer relationships especially with International account to generate leads, opportunities and ultimately sell sensing products & solutions. Providing basic technical presentations, applications support for end user in sales territories.

Responsibilities

- Achieve assigned sales targets (Country, Business Unit)
- Serve as primary Japanese customer contact during sales cycle including sales and basic technical consultant, product knowledge, proposals, deal closing and sales terms negotiations
- Responsible for marketing activities, action plan and execute the plans with reseller in assigned products/industries/territories (inbound activities, advertisement, seminar, exhibition.)
- Providing database of market/industries/territories intelligence information about Japanese investment in sales territories.
- Resellers management (Sales activity, investment, training and other activity to manage reseller)
- New business unit business development

Qualifications

- Bachelor or master's degree in chemical / electrical / industrial engineering. or another degree in a science / technology field
- More than 5 years of experience in similar positions / functions preferably in color related such as coating, plastics, automotive, electrical appliance
- Good presentation skills.
- **Business level communication skills in English.**
- **Driving license and own car**
- Able to travel frequently (Oversea & domestic)

Benefits

- Provident Fund
- Fleet Card 200 L/Month
- Mobile Unlimited
- Car Maintenance 2,500 Baht/ Month
- Annual Bonus (Based on performance)
- Annual salary adjustment / bonus (Based on performance)
- Medical Expense Benefit
- Life insurance, accident insurance
- Compensation / Social Security Fund
- Uniform
- New Year's Party

Company Description