



PR/115878 | Business Development - Oil & Gas

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513204

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 7th, 2025 13:01

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

Key Responsibilities:

1. **Industry Expertise** : Possess substantial experience in the Subsea Oil & Gas sector across Asia Pacific region.
2. **Client Engagement** : Foster brand awareness through effective client engagement and informed about upcoming opportunities including capture any new business opportunities
3. **Marketing Material Development** : Update and expand marketing materials to accurately showcase capabilities, including creating datasheets that outline past project profiles to highlight the company's track record.
4. **Business Development Strategy** : Formulate and implement a Business Development strategy aimed at achieving and surpassing financial KPIs, including potential expansion into new regions.
5. **Strategic Planning Collaboration** : Collaborate with the management team to help shape the overall strategic plan for the business.
6. **Contract Negotiation Support** : Support negotiations for new business contracts and renewals.

7. **Relationship Building** : Cultivate strong relationships with key and prospective clients in the Subsea Oil & Gas and renewables sectors to promote the Company's services.
8. **Senior Management Support** : Provide market information and insights to the senior management team and in-house analysts as needed.

Requirements:

- Bachelors or master's degree in Business, Marketing, project management, or related field.
- At least 10 years of experience in the subsea oil and gas industry, covering operations, sales, business, and project management.
- At least of 5 years in Managerial positions.
- Excellent communication skill both Thai and English.
- Ability to work independently

Company Description