



PR/116263 | BUSINESS DEVELOPMENT MANAGER - Automation

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1513361

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

China

Salary

Negotiable, based on experience

Refreshed

January 21st, 2025 15:00

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

PRODUCT: Automation / Industrial Product

SALARY: 50,000 - 70,000 THB

LOCATION: BANGKOK

Responsibilities:

- Develop and maintain relationships with clients in the industrial sector.
- Identify potential customers and actively pursue sales opportunities.
- Provide technical support and assistance to clients regarding industrial products.
- Collaborate with the sales team to develop strategies for achieving sales targets.
- Prepare and deliver presentations and product demonstrations to prospective clients.

- Negotiate contracts and terms of sale with clients.
- Stay updated on industry trends and competitor activities.
- Provide feedback to the product development team based on client requirements and market feedback.
- Travel to client sites as needed to conduct sales meetings and demonstrations.

Qualifications:

- Bachelor's degree in engineering or a related field.
- Proven experience in sales or business development, preferably in the industrial sector.
- Strong technical aptitude and understanding of industrial products.
- Excellent communication and interpersonal skills.
- Ability to work independently and as part of a team.
- Willingness to travel as required.
- Familiarity with CRM software is a plus.
- Valid driver's license.

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Company Description