



## PR/116265 | NEW BUSINESS DEVELOPMENT MANAGER - Plastic

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1513363

**Industry**

Chemical, Raw Materials

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

February 4th, 2025 09:01

### 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

**Position:** NEW BUSINESS DEVELOPMENT MANAGER

**Product:** Plastics Compounds for Automotive Market

**Location:** Bangkok

**Salary:** 100,000 – 120,000 THB

**Job Summary:**

We are seeking a dynamic and experienced New Business Development Manager to drive sales and expand our market presence in the OEM automotive sector. The ideal candidate will have a strong engineering background and a proven track record in business development within the plastics industry.

**Responsibilities:**

- Identify and develop new business opportunities within the OEM automotive market.

- Build and maintain strong relationships with key decision-makers and stakeholders.
- Conduct market research to identify trends and customer needs.
- Develop and implement strategic sales plans to achieve company goals.
- Collaborate with the engineering and product development teams to ensure customer requirements are met.
- Prepare and deliver compelling sales presentations and proposals.
- Negotiate contracts and close sales deals.
- Monitor and report on sales performance and market trends.
- Attend industry events and trade shows to promote the company's products and services.

**Qualifications:**

- Bachelor's degree in Chemical Engineering or a related field.
- Minimum of 5 years of experience in business development or sales, preferably in the plastics or automotive industry.
- Strong technical knowledge of plastic compounds and their applications in the automotive sector.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Proven ability to meet and exceed sales targets.
- Willingness to travel as required.

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Company Description