



## PR/116275 | Business Development Manager (Japanese-speaking)

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1513367

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

December 24th, 2024 12:20

### 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 (Japanese-speaking)

**Location:** Ramkhamhaeng, Bangkok

**Working hours:** Monday – Friday, 8.00 – 17.00

**Product:** Sensing products

**Responsibilities:**

- Meet assigned sales targets for the country and business unit.
- Act as the main contact for Japanese customers throughout the sales process, including providing sales and basic technical consultation, product knowledge, proposals, deal closing, and negotiating sales terms.
- Oversee marketing activities, create action plans, and execute these plans with resellers in designated products, industries, and territories (including inbound activities, advertisements, seminars, and exhibitions).

- Compile and provide intelligence information on market, industries, and territories regarding Japanese investments in sales territories.
- Manage resellers, including sales activities, investments, training, and other related activities.
- Develop new business units.

**Qualifications:**

- Bachelor's degree in chemical, Electrical, or Industrial Engineering, or a related field.
- Over 5 years of experience in similar roles, preferably in color-related industries such as coatings, plastics, automotive, or electrical appliances.
- Strong sales and presentation skills.
- Proficient in business-level communication in both English and Japanese.
- Possess a valid driving license and own a car.
- Willingness to travel frequently, both domestically and internationally.

**Benefits**

- Provident Fund
- Fleet Card 200 Liters/Month
- Car maintenance allowance
- Mobile phone
- Medical Insurance
- Life insurance
- Bonus

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Company Description