



PR/116592 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1518439

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 28th, 2025 11:31

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

Job Description:

- Lead the team for new projects development from NPD to channel distribution as well as export markets expansion.
- Coordinate with RD, Marketing, and Sales teams to develop and implement strategies in food business (RTE Food/ Frozen Food/ Pet Food).
- Identify and build relationships with key stakeholders in the retail sector and distributor to expand the company's distribution network (Export markets, China, Europe, etc.)
- Analyze market trends and customers' need to create effective sales and distribution strategies.
- Organize promotional activities and campaigns to increase product visibility and drive sales in the market.
- Monitor and evaluate the performance of distribution channels and recommend improvements to enhance reach and efficiency.

Qualifications:

- Degree in Business Administration, Food Science, or related fields.
- Strong English communication (Chinese is a plus).
- 5+ years in food & beverage business
- Strong communication, negotiation, and relationship-building skills.
- Proven ability to develop and execute distribution strategies for small-scale retailers.
- Analytical skills to assess market trends and channel performance.
- Ability to work collaboratively with internal teams to achieve business goals.

Company Description