



## PR/116654 | Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1519916

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

March 4th, 2025 11:01

### 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

Our client is preparing to launch their own manufacturing facility by 2026, focusing on producing pickled mangoes, fruit drinks and seasonal sorting operations.

The company is refining its branding and positioning and is looking for a Business Development Manager to help grow the business and drive expansion. This is a hands-on leadership role for someone passionate about shaping the future of a leading agricultural and food processing company in Thailand.

**Responsibilities:**

- **Business Growth:** Develop strategies for domestic and international markets, identify new opportunities, and align efforts with company goals.
- **Manufacturing:** Ensure production meets market demands, research product demand, and create go-to-market

plans.

- **Pricing:** Set competitive prices, maximize profits, and plan finances for expansion.
- **Branding:** Build a strong brand, refine market positioning, and increase visibility.
- **Supplier Network:** Strengthen supplier relationships, plan seasonal operations, and partner with key industry players.
- **Export & Expansion:** Identify export opportunities, ensure compliance, and collaborate with distributors for global growth.

**Qualifications:**

- Bachelor's degree in business, marketing, or a related field.
- More than 7 years of experience in business development or sales in agriculture, food manufacturing or FMCG industries.
- Strong understanding of market expansion, sales strategies, and business modeling.
- Excellent strategic planning, financial skills and execution abilities.
- Proven ability to build and scale brands in competitive markets.
- Strong negotiation, stakeholder management and communication skills.
- Willingness to travel and proficiency in English.

Interested candidates, please click [APPLY NOW](#). Due to the high number of applicants, we regret to inform that only shortlisted candidates will be contracted. Thank you for your understanding.

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Company Description