



## PR/122786 | BD Manager – Attractions & Hospitality (Fluent English Speaker)

### Job Information

**Recruiter**

JAC Recruitment Indonesia

**Job ID**

1523627

**Industry**

Tourism

**Job Type**

Permanent Full-time

**Location**

Indonesia

**Salary**

Negotiable, based on experience

**Refreshed**

March 25th, 2025 19:00

### 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

**Location :** Bali

**Industry :** Hospitality (Theme Parks, Attractions & Resorts)

**Benefit :** Medical Insurance + Phone Allowance + Incentives

**Are you an experienced BD Manager with a strong background in Attractions, Theme Parks or Resorts?** Do you have the expertise to **drive growth and strategic partnerships** while effectively communicating in **fluent English**?

JAC Recruitment Indonesia is seeking a **results-driven and analytical BD Manager** to join a **global leader in imaging solutions for the attractions and hospitality industry!**

In this role, you will be responsible for **identifying new business opportunities, expanding market reach, and building strategic collaborations** to enhance business performance. You will **report directly to the Expatriate BD Director**, requiring **strong English communication skills**.

**What Sets This Company Apart**

A **global leader in imaging solutions for the attractions and hospitality industry**. As part of the team, you'll play a crucial role in **driving business expansion, building strategic partnerships, and enhancing guest experiences through innovative imaging solutions**.

**Qualifications:**

- **Bachelor's degree/master's degree in business** or related fields
- Minimum **8 years of experience** in **sales and business development**, with a strong **background and connections** in **Attractions, Theme Parks, or Resorts**.
- Fluency in English (**MUST**)

**Responsibilities:**

- **New Business Development** – Identify and secure partnerships with **theme parks, attractions, and resorts** to drive business growth.
- **Sales & Negotiation** – Develop compelling **sales presentations and proposals**, negotiate contracts, and ensure seamless integration with operations.
- **Account Management** – Strengthen and expand **existing partnerships**, maintaining strong relationships with key stakeholders.
- **Revenue Optimization** – Identify and implement **new photography initiatives** to maximize revenue opportunities.
- **Market & Competitor Analysis** – Monitor industry trends and competitor activities to inform strategic decision-making.

**Think you tick all the boxes? Great!**

After applying, send me an email to explaining briefly why you're the best fit for this role. Your next big career move starts here!

#LI-JACID

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Company Description