



## PR/116847 | Strategic Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment Thailand

**Job ID**

1526906

**Industry**

Automobile and Parts

**Job Type**

Permanent Full-time

**Location**

Thailand

**Salary**

Negotiable, based on experience

**Refreshed**

April 1st, 2025 15:00

### 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

**JOB RESPONSIBILITIES:**

- Drive growth through targeted business development initiatives that boost profitability and expand market presence, directly supporting company AOP objectives.
- Conduct thorough market research to identify industry trends and analyze customer Market Share Services (MSS).
- Track and report key sales metrics, leveraging data insights to refine strategies and maximize AOP impact.
- Develop comprehensive customer profiles to establish effective account penetration strategies.
- Meet or exceed established quarterly and annual performance indicators as defined by management, ensuring alignment with broader organizational goals.

**EDUCATION & EXPERIENCE:**

- Educational Background: Bachelor's Degree in Business Administration, Marketing, or related field required.

- Industry Experience: Minimum 5 years in Business Development and Consultative Selling within the Automotive Industry, specifically interior decorative components; experience in Consumer Electronics or Medical sectors will also be considered.
- Sales Expertise: Demonstrated proficiency in sales strategies, market research, competitive analysis, forecasting, and reporting.
- Travel Requirements: Extensive travel capability essential  
Language & Technical Skills: Fluent in English and Japanese (both written and spoken) with strong computer proficiency.

---

## Company Description