



JAC Recruitment

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Thailand

PR/116847 | Strategic Business Development Manager

Job Information

Recruiter[JAC Recruitment Thailand](#)**Job ID**

1531733

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

April 8th, 2025 15:28

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