



PR/115980 | BUSINESS DEVELOPMENT MANAGER - Wastewater Treatment

募集職種

人材紹介会社

ジェイエイシーリクルートメント タイランド

求人ID

1504274

業種

その他（メーカー）

雇用形態

正社員

勤務地

タイ

給与

経験考慮の上、応相談

更新日

2024年11月19日 10:44

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

POSITION: BUSINESS DEVELOPMENT MANAGER

BUSINESS: WASTEWATER TREATMENT

SALARY: 150,000 – 200,000 THB

LOCATION: BANGKOK

Job Purpose:

To drive business growth by identifying new opportunities, managing client relationships, and leading project bidding processes within the wastewater industry.

Key Responsibilities:

- **Market Analysis:** Conduct market research to identify potential clients and business opportunities in the wastewater sector.

- **Client Engagement:** Develop and maintain strong relationships with key stakeholders, including clients, partners, and industry associations.
- **Project Bidding:** Lead the preparation and submission of competitive bids for wastewater projects, ensuring compliance with client requirements and industry standards.
- **Sales Strategy:** Develop and implement sales strategies to achieve business targets and expand market presence.
- **Proposal Development:** Create compelling proposals and presentations that effectively communicate the value of the company's solutions and services.
- **Contract Negotiation:** Negotiate contracts and agreements with clients and partners to secure new business.
- **Collaboration:** Work closely with engineering, project management, and operations teams to ensure successful project delivery.
- **Performance Tracking:** Monitor and report on sales performance, market trends, and competitive activities.

Qualifications:

- Bachelor's degree in Engineering, Business Administration, or a related field.
- Minimum of 5 years of experience in business development within the wastewater industry, with a proven track record in project bidding and sales.
- Strong understanding of wastewater treatment processes and technologies.
- Excellent communication and interpersonal skills.
- Proficiency in project management and bidding software.
- Ability to develop and maintain client relationships.
- Strong negotiation and contract management skills.
- Proficiency in English; additional language skills are a plus.

#LI-JACTH

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会社説明