



## PR/115763 | Business Development Executive

### 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

1509932

#### 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12月11日 18:19

### 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

Our client is looking for Business Development person to expand business in intermediate bulk container (IBC)

#### Key Responsibilities:

- Collaborate with the existing Sales/CRM team to engage with current clients.
- Identify and pursue potential customers to expand IBC operations.
- Prepare and submit weekly and monthly sales reports, including visit plans, sales activities, pipeline updates, and information on customers, suppliers, and competitors.
- Achieve individual targets by signing on existing and new customers and securing new business for IBC.
- Conduct regular meetings with customers after successfully onboarding new IBC business.

- Oversee contract renewals and ensure compliance.
- Track new IBC business on hire (EOH), Daily Hire Rate (DHR), and liner bag usage monthly, providing insights into IBC movement and usage, while issuing invoices for new clients and forecasting demand for peak periods.
- Work closely with Customer Services to ensure accurate processing of transactions and timely resolution of any invoice disputes within the next month.
- Hold weekly meetings with Customer Services and Operations to review service quality and address customer satisfaction concerns.
- Ensure timely collections, guaranteeing invoices are paid according to Loscam's terms and conditions.
- Organize regular training programs for customers on handling IBCs and liner bags.

Interested candidate, please submit your most recent resume in English (Word format) by simply clicking **"APPLY NOW"**  
JAC Personnel Recruitment Ltd.  
10F, Emporium Tower, 622, Soi 24, Sukhumvit Road, Klongton, Klongtoey, Bangkok 10110  
Tel: 02 261 1270

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会社説明