



PR/115821 | Business Development Manager (English Speaking)

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

1513193

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24日 12:13

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 (Sensing Product)

Salary total packages 100 – 130 Baht

Location: 22 Ramkhamhaeng Rd, Hua Mak, Bangkok

Work Date and Time: M-F 8.00 – 17.00

Job Purpose

Responsible for selling sensing products (Radiant Visions Systems, Instrument Systems and Specim) and business partner (Rhopoint and GTI) as annual target by providing market/territory intelligence database and information. Building up a professional network and customer relationships especially with International account to generate leads, opportunities and ultimately sell sensing products & solutions. Providing basic technical presentations, applications support for end user in sales territories.

Responsibilities

- Achieve assigned sales targets (Country, Business Unit)
- Serve as primary Japanese customer contact during sales cycle including sales and basic technical consultant, product knowledge, proposals, deal closing and sales terms negotiations
- Responsible for marketing activities, action plan and execute the plans with reseller in assigned products/industries/territories (inbound activities, advertisement, seminar, exhibition.)
- Providing database of market/industries/territories intelligence information about Japanese investment in sales territories.
- Resellers management (Sales activity, investment, training and other activity to manage reseller)
- New business unit business development

Qualifications

- Bachelor or master's degree in chemical / electrical / industrial engineering. or another degree in a science / technology field
- More than 5 years of experience in similar positions / functions preferably in color related such as coating, plastics, automotive, electrical appliance
- Good presentation skills.
- **Business level communication skills in English.**
- **Driving license and own car**
- Able to travel frequently (Oversea & domestic)

Benefits

- Provident Fund
- Fleet Card 200 L/Month
- Mobile Unlimited
- Car Maintenance 2,500 Baht/ Month
- Annual Bonus (Based on performance)
- Annual salary adjustment / bonus (Based on performance)
- Medical Expense Benefit
- Life insurance, accident insurance
- Compensation / Social Security Fund
- Uniform
- New Year's Party

会社説明