



PR/115878 | Business Development - Oil & Gas

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

1513204

業種

ITコンサルティング

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

2025年01月21日 10:01

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

Key Responsibilities:

- Industry Expertise** : Possess substantial experience in the Subsea Oil & Gas sector across Asia Pacific region.
- Client Engagement** : Foster brand awareness through effective client engagement and informed about upcoming opportunities including capture any new business opportunities
- Marketing Material Development** : Update and expand marketing materials to accurately showcase capabilities, including creating datasheets that outline past project profiles to highlight the company's track record.
- Business Development Strategy** : Formulate and implement a Business Development strategy aimed at achieving and surpassing financial KPIs, including potential expansion into new regions.
- Strategic Planning Collaboration** : Collaborate with the management team to help shape the overall strategic plan for the business.
- Contract Negotiation Support** : Support negotiations for new business contracts and renewals.

7. **Relationship Building** : Cultivate strong relationships with key and prospective clients in the Subsea Oil & Gas and renewables sectors to promote the Company's services.
8. **Senior Management Support** : Provide market information and insights to the senior management team and in-house analysts as needed.

Requirements:

- Bachelors or master's degree in Business, Marketing, project management, or related field.
- At least 10 years of experience in the subsea oil and gas industry, covering operations, sales, business, and project management.
- At least of 5 years in Managerial positions.
- Excellent communication skill both Thai and English.
- Ability to work independently

会社説明