



PR/116265 | NEW BUSINESS DEVELOPMENT MANAGER - Plastic

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

1513363

業種

化学・素材

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 12:20

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: NEW BUSINESS DEVELOPMENT MANAGER**Product:** Plastics Compounds for Automotive Market**Location:** Bangkok**Salary:** 100,000 – 120,000 THB

Job Summary:

We are seeking a dynamic and experienced New Business Development Manager to drive sales and expand our market presence in the OEM automotive sector. The ideal candidate will have a strong engineering background and a proven track record in business development within the plastics industry.

Responsibilities:

- Identify and develop new business opportunities within the OEM automotive market.

- Build and maintain strong relationships with key decision-makers and stakeholders.
- Conduct market research to identify trends and customer needs.
- Develop and implement strategic sales plans to achieve company goals.
- Collaborate with the engineering and product development teams to ensure customer requirements are met.
- Prepare and deliver compelling sales presentations and proposals.
- Negotiate contracts and close sales deals.
- Monitor and report on sales performance and market trends.
- Attend industry events and trade shows to promote the company's products and services.

Qualifications:

- Bachelor's degree in Chemical Engineering or a related field.
- Minimum of 5 years of experience in business development or sales, preferably in the plastics or automotive industry.
- Strong technical knowledge of plastic compounds and their applications in the automotive sector.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a team.
- Proven ability to meet and exceed sales targets.
- Willingness to travel as required.

#LI-JACTH

#citybangkok

会社説明