



PR/116275 | Business Development Manager (Japanese-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

1513367

業種

小売

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: Business Development Manager (Japanese-speaking)

Location: Ramkhamhaeng, Bangkok

Working hours: Monday – Friday, 8.00 – 17.00

Product: Sensing products

Responsibilities:

- Meet assigned sales targets for the country and business unit.
- Act as the main contact for Japanese customers throughout the sales process, including providing sales and basic technical consultation, product knowledge, proposals, deal closing, and negotiating sales terms.
- Oversee marketing activities, create action plans, and execute these plans with resellers in designated products, industries, and territories (including inbound activities, advertisements, seminars, and exhibitions).

- Compile and provide intelligence information on market, industries, and territories regarding Japanese investments in sales territories.
- Manage resellers, including sales activities, investments, training, and other related activities.
- Develop new business units.

Qualifications:

- Bachelor's degree in chemical, Electrical, or Industrial Engineering, or a related field.
- Over 5 years of experience in similar roles, preferably in color-related industries such as coatings, plastics, automotive, or electrical appliances.
- Strong sales and presentation skills.
- Proficient in business-level communication in both English and Japanese.
- Possess a valid driving license and own a car.
- Willingness to travel frequently, both domestically and internationally.

Benefits

- Provident Fund
- Fleet Card 200 Liters/Month
- Car maintenance allowance
- Mobile phone
- Medical Insurance
- Life insurance
- Bonus

会社説明