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PR/116316 | Business Development Manager (Digital Advertising Agency)

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
1513390

業種
デジタルマーケティング

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
2024年12月24日 12:21

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**
Industry: **Digital Advertising Agency**
Salary: **70,000 – 80,000 THB / Month**
Location: **Bangkok**

Qualifications:
- Bachelor's degree or in business administration, digital marketing, marketing, or a related field.
- Experience in business development, sales, or a related field around 7 years.
- Experience in digital marketing or digital marketing agency business. (Advantage)
- Proficiency in MS Office, especially Microsoft Excel.
- Fluent in speaking, reading and writing in English (TOEIC score 750+)
- Excellent communication and interpersonal skills.

Job Responsibilities:
- Analyze data to determine market opportunities and develop strategies to capitalize on them.
- Create and execute plans to penetrate new markets, build partnerships, and increase sales.
- Build and maintain strong relationships with existing clients to foster loyalty and identify opportunities for upselling or cross-selling.

- Negotiate terms and conditions of contracts, pricing, and service agreements with clients to achieve mutually beneficial outcomes.
- Develop sales forecasts and projections based on market analysis, historical data, and current trends.
- Track, Analyze and report on key performance indicators (KPIs) such as sales revenue and conversion rates.
- Negotiate contracts and agreements with customers and partners.
- Oversee the development and execution of business development projects.

Benefits:
- Transport allowance
- Group Insurance
- Annual leave
- Company trip

Interested candidates, please send your resume in English, along with a recent photo and your expected salary, to us by email.

Contact: K. Rattanakon (Kaewta)
Office number: 066-0972935

会社説明