



PR/116592 | Business Development Manager

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

1518439

業種

レストラン・フードサービス

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28日 11:31

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

Job Description:

- Lead the team for new projects development from NPD to channel distribution as well as export markets expansion.
- Coordinate with RD, Marketing, and Sales teams to develop and implement strategies in food business (RTE Food/ Frozen Food/ Pet Food).
- Identify and build relationships with key stakeholders in the retail sector and distributor to expand the company's distribution network (Export markets, China, Europe, etc.)
- Analyze market trends and customers' need to create effective sales and distribution strategies.
- Organize promotional activities and campaigns to increase product visibility and drive sales in the market.
- Monitor and evaluate the performance of distribution channels and recommend improvements to enhance reach and efficiency.

Qualifications:

- Degree in Business Administration, Food Science, or related fields.
- Strong English communication (Chinese is a plus).
- 5+ years in food & beverage business
- Strong communication, negotiation, and relationship-building skills.
- Proven ability to develop and execute distribution strategies for small-scale retailers.
- Analytical skills to assess market trends and channel performance.
- Ability to work collaboratively with internal teams to achieve business goals.

会社説明