



## 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03月11日 04:00

### 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.

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会社説明