



## PR/116654 | 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

1519916

#### 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02月04日 11:42

### 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

Our client is preparing to launch their own manufacturing facility by 2026, focusing on producing pickled mangoes, fruit drinks and seasonal sorting operations.

The company is refining its branding and positioning and is looking for a Business Development Manager to help grow the business and drive expansion. This is a hands-on leadership role for someone passionate about shaping the future of a leading agricultural and food processing company in Thailand.

#### Responsibilities:

- **Business Growth:** Develop strategies for domestic and international markets, identify new opportunities, and align efforts with company goals.
- **Manufacturing:** Ensure production meets market demands, research product demand, and create go-to-market

plans.

- **Pricing:** Set competitive prices, maximize profits, and plan finances for expansion.
- **Branding:** Build a strong brand, refine market positioning, and increase visibility.
- **Supplier Network:** Strengthen supplier relationships, plan seasonal operations, and partner with key industry players.
- **Export & Expansion:** Identify export opportunities, ensure compliance, and collaborate with distributors for global growth.

**Qualifications:**

- Bachelor's degree in business, marketing, or a related field.
- More than 7 years of experience in business development or sales in agriculture, food manufacturing or FMCG industries.
- Strong understanding of market expansion, sales strategies, and business modeling.
- Excellent strategic planning, financial skills and execution abilities.
- Proven ability to build and scale brands in competitive markets.
- Strong negotiation, stakeholder management and communication skills.
- Willingness to travel and proficiency in English.

Interested candidates, please click [APPLY NOW](#). Due to the high number of applicants, we regret to inform that only shortlisted candidates will be contracted. Thank you for your understanding.

#LI-JACTH

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会社説明