



PR/116847 | Strategic 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

1529937

業種

自動車・自動車部品

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04月29日 12:00

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 RESPONSIBILITIES:

- Drive growth through targeted business development initiatives that boost profitability and expand market presence, directly supporting company AOP objectives.
- Conduct thorough market research to identify industry trends and analyze customer Market Share Services (MSS).
- Track and report key sales metrics, leveraging data insights to refine strategies and maximize AOP impact.
- Develop comprehensive customer profiles to establish effective account penetration strategies.
- Meet or exceed established quarterly and annual performance indicators as defined by management, ensuring alignment with broader organizational goals.

EDUCATION & EXPERIENCE:

- Educational Background: Bachelor's Degree in Business Administration, Marketing, or related field required.

- Industry Experience: Minimum 5 years in Business Development and Consultative Selling within the Automotive Industry, specifically interior decorative components; experience in Consumer Electronics or Medical sectors will also be considered.
- Sales Expertise: Demonstrated proficiency in sales strategies, market research, competitive analysis, forecasting, and reporting.
- Travel Requirements: Extensive travel capability essential
- Language & Technical Skills: Fluent in English and Japanese (both written and spoken) with strong computer proficiency.

会社説明