

BUSINESS DEVELOPER

Company

We are a manufacturer of smart cards and solutions with international clients. Our business is growing rapidly, and we need a skilled Business Developer to acquire and manage new client relationships. The ideal candidate will have experience in B2C and B2B sales, as well as skills related to strategic analysis and marketing. In this role, you will be responsible for bringing new customers, developing relationships with the clients, negotiating contracts and closing deals. We will rely on you to conduct market research and develop a strategic business development plan. Travel is required for this position.

Responsibilities

- Identify potential clients in the target market and complete appropriate research on the prospective client's business and cards/solutions needs
- Develop relationships with prospective clients, while maintaining existing client relationships
- Partner with sales teams to create contract-winning proposals for current and prospective clients
- Negotiate contract terms with clients and communicate terms to stakeholders
- Collaborate with design and production teams to ensure contracted product specifications are executed on-time and as agreed
- Become a subject matter expert on our business products, processes and operations, and remain up-to-date on industry news

Profile

- Master's degree or equivalent work experience in related field
- Demonstrated achievement in B2C and B2B sales
- Basic understanding of the industry, with the ability to become a subject matter expert on the job
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Required Skills :

- Excellent verbal and written communication skills, including facilitation of group presentations
- Proficiency in Microsoft Office applications, including Outlook, Word, Excel, PowerPoint and industry-specific analysis software
- Innovation and problem-solving skills that include the ability to develop and propose smart cards-based solutions for clients

Conditions

- Location : Bangkok Area
- Local contract
- Work permit and Visa non-immigrant B provided
- Candidat thailandais parlant couramment français (B2 minimum) bienvenus

Interested candidates, please send application to employment@francothaicc.com
Only shortlisted candidates will be notified.