



Job title	Business Development Manager – Automotive
Reports to	Sr.BD Manager
Location	Bangkok, Thailand

Responsibilities

- Identify and pursue new clients for logistics outsourcing projects
- Manage the sales cycle from the contacts stage to the post-closing stage for all projects to ensure all customer requirements are well understood and responded to taking into consideration the capabilities offered by the company,
- Work with the Solution Design team in developing and proposing robust supply chain solutions and value proposition for prospective clients
- Proactively engage with the Project Operations Team to ensure all contractual requirements are well understood and ensure smooth on-boarding and execution of the contractual requirements,
- Deliver agreed revenue and share objectives on a monthly, quarterly and annual basis,
- Provide weekly and monthly reports, data, research and market intelligence to the Senior Director – Business Development highlighting business performance, competitive landscape and recommendations for increasing revenue,
- Review and track progress (self and team) against revenue and targets; analyze sales/ revenue reports; recommend and propose changes to existing plans and operating budgets; implementing approved changes,
- Proactively monitor and assess competitor initiatives; take tactical actions to counter, protect and build the company's position and strong brand equity,
- Work closely with other internal departments and stakeholders through regular meetings to ensure client/ contractual needs and expectations are communicated to achieve positive results,

Requirements

- Master's degree in related field or MBA
- 7 – 10 years of applicable business development and/or operational experience from an integrated Logistics service provider or supply chain operations
- Solid knowledge of Supply Chain Planning, Processes Analysis: Procurement, Warehousing, Customer Order Management, Transportation
- Ability to understand clients' project logistical challenges and structure effective solutions
- 3-5 years experiences in automotive business
- Professional image, polished presentation
- Strong relationship building and negotiating skills
- High energy and results-oriented
- Detail oriented with strong planning, organizational, project management and analytical
- Excellent client / management presentation skills
- Ability to work under pressure
- Ability to influence and build relationships at all levels
- Fluent in written and spoken English are essential
- Ability to communicate effectively

Approved by:	JB Hired (on behalf of CEO)
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