



*"We work, we learn, we grow together  
with compassion, for the well-being of all"*

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**Company: B.GRIMM Trading Co.,Ltd.**

**Position: Business Development Manager**

#### **JOB SUMMARY**

This role is looking for a Business Development Manager to lead a business development team to achieve company's objectives by exploring and developing new business accounts with enhancing a strong relationship with key clients and high potential influencers.

#### **ROLES AND RESPONSIBILITIES**

- Identify new business opportunities - including new markets, growth areas, trends, customers, products and services.
- Develop strategies, short-term plans and long-term plans for business development.
- Develop relationships with prospective clients, while maintaining existing client relationships.
- Prepare analytical and performance reports as required for management and Board purposes.
- Develop and inspire a team to implement the strategy and to achieve objectives and targets.
- Pursue the right new businesses.
- Deal with top management of customers.
- Align the new business with existing businesses.
- Make decision within a work unit or while completing a project.
- Select and allocate specific tasks to achieve as targeted.
- Make decision related to routine work or each assignment.
- Develop business plan.
- Make decision related to budget or other expenditures.
- Approve sales budget and expenses.
- Approve budget according to Finance & Controlling authorization policy.
- Select new product and condition in preliminary stage.

#### **MINIMUM QUALIFICATIONS**

- Master's Degree in Marketing or Business Administration
- Minimum 10 years of marketing experiences or related with 3 years successful in management level and successful in developing new business
- Knowledge of business management and business view
- Knowledge of sales and marketing intelligence
- Knowledge of industrial products
- Innovation and problem-solving
- Analytical and conceptual thinking
- Strong communication and interpersonal skills
- Networking
- Business understanding
- Excellent English skill
- Own a car and driving license

*If you are interested, send us an email with your updated CV at [hr@bgrimmgroup.com](mailto:hr@bgrimmgroup.com)*

