



JOB VACANCY

**POSITION: Business Development Officer
(2 position) Permanent**

Responsibilities:

- Support to Business Development Head / Manager but not limited to following.
- Prepare data and support to ensure the timely completion of the industry outlook financial statement analysis, demand-supply balance, and stakeholder's movements to formulate tactical and strategic adjustments for the company. For example, monitoring the movement of blue ocean market / new client, what TNS has to prepare for our selected blue ocean projects, etc.
- Provide weekly/monthly/quarterly analysis on the company and industry to identify strengths/weaknesses, competitiveness and potential. For Example, analyzing TNS SWOT for new business area among contractors and blue ocean market.
- Undertake the business analysis, identify impacts and propose solutions that meet with TNS's business needs.
- Establish and monitor project requirements, priorities, impacts, and deadlines.
- Coordinate and communicate with TNS management, NSE Marketing, and TNS disciplines on project issue and status.
- Customer satisfaction management.
- Support preparation of project feasibility study, perform market analysis, and prepare recommendation for project approval.
- Liaise and work with all stakeholders to ensure successful project development program.
- Creating new business development ideas with partners.
- Ad-hoc assignment.

Qualifications:

- ❖ Female - Age 25 - 35 years
- ❖ Degree level education is preferred. Engineer will also be acceptable with marketing sense (strong presentation, nicely appeal TNS capability).
- ❖ Smart, Pro-active, able to work independently and learn quickly / accurately, willing to travel, possess a "can do" attitude.
- ❖ Good in English communications skills (speaking, writing, and reading). Japanese is a plus but not mandatory requirement.
- ❖ Good in Computer Literacy (Microsoft Word, Power Point, Excel, Outlook).
- ❖ Ability to manage complex and varied priorities and work well under pressure.

- ❖ Strong analytical, negotiation & communication, presentation, and commercial sense.
- ❖ At least 3-5 years of experiences in the field of Business Development or Marketing or a similar role (it would be great if there is Engineering background but not mandatory required), preferably in Factory business or Oil & Gas or Petrochemical process applications

Location: Bangna Office, Bangkok

Interested candidates may apply by sending updated CV to:

E-Mail: tns-recruit@thainippon.co.th, Kingkarn-r@thainippon.co.th

Website: www.thainippon.co.th

Line ID: [tnsrecruit](https://line.me/tv/urn:li:user-chat:tnsrecruit)

For details, please call 063-237-9838