

## Solar BD Manager (Thailand)

[Apply Now](#)

Company: Spencer Ogden

Location: Thailand

Category: other-general

### Job Summary

A Business Development Manager is responsible for building the company's business pipeline. Primary duties include identifying business opportunities, building, and maintaining successful relationships with prospects and existing clients, collaborating with executives on business strategy to determine objectives, evaluating current business performance and maximizing business reach and potential. You will account for achieving set capacity target, revenue target and profitability goals.

### Key Responsibilities

Identify & develop new business opportunities

Establish and maintain relationships with strategic business partners

Cooperate with cross-functional teams to develop and deliver new business and pursue business opportunities to their maximum potential

Conduct techno-commercial analysis and prepare business proposals for potential clients and internal stakeholders

Identify timely new opportunities in the form of the tenders and RFQs, work on submissions and attraction of right partners

Scout new markets and identify new business opportunities, propose and execute market entry modes

## **Skills and Qualifications**

Bachelor's Degree in Engineering/Business

At least 4 year of experience working in B2B industry in BD or other commercial function with focus on a designated region, preferably with work experience in energy-related sector especially PV

Experience working in cross-functional teams

Strong analytical mindset, ability to convert facts into insights

Strong business acumen

Proven proactive approach to business development

Ability to work autonomously and multi-task

Excellent verbal and written presentation skills, Savvy user of Microsoft Excel and PowerPoint

Persuasive communicator

Fluency both in oral and written English & Thai language

[Apply Now](#)

## **Cross References and Citations:**

- 1. Solar BD Manager (Thailand) Jobs Thailand** ↗
  - 2. Solar BD Manager (Thailand) Jobs Thailand** ↗
  - 3. Solar BD Manager (Thailand) Jobs Thailand** ↗
  - 4. Solar BD Manager (Thailand) Jobs Thailand** ↗
  - 5. Solar BD Manager (Thailand) Jobs Thailand** ↗
  - 6. Solar BD Manager (Thailand) search Thailand** ↗
  - 7. Solar BD Manager (Thailand) job finder Thailand** ↗
- 1. Solar BD Manager (Thailand) jobs**↗

**2. Solar BD Manager (Thailand) jobs** ↗

**3. Solar BD Manager (Thailand) jobs** ↗

Source: <https://th.expertini.com/jobs/job/solar-bd-manager-thailand--thailand-spencer-ogden-765c395a80/>

Generated on: 2024-05-06 by Expertini.Com