

BUSINESS DEVELOPMENT

You will be responsible for finding new business opportunities to generate leads to our sales department. As well as develop and maintain long-term relationship with architect, interior designers and clients.

Key Responsibilities

1. Market Research and Analysis

- Conduct thorough market research to identify trends, competitor activities, and potential areas for growth.
- Analyze customer needs and preferences to tailor business strategies accordingly.

2. Client Relationship Management

- Cultivate and maintain strong relationships with retail partners, interior designers, architects, and other stakeholders in the furniture and design industry.
- Collaborate with existing clients to understand their evolving needs and ensure high levels of customer satisfaction.

2. Sales and Revenue Growth

- Work closely with the sales team to develop and implement effective sales strategies to meet sales goals and revenue target.

Qualifications

- Bachelor's degree or equivalent in Business Management. Master's degree is a plus.
- Excellent in both English and Thai communication skills.
- Proven experience in business development, preferably in the furniture or design industry.
- At least 3 years of experience in public relation, sales, and marketing position.
- Excellent communication, negotiation, and interpersonal skills.

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If you are interested, please contact

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