

Job Description:

Business Development in Chiang Mai with the most striking Japanese startup!

Entity	NIHON AGRI (THAILAND) CO., LTD
Division/ Department/ Section	Chiang Mai Business Development Team
Location	Chiang Mai, Thailand

Position Purpose:

“Wow the world with Japanese agriculture”: Our corporate mission roots in our belief that Japanese agricultural products stand out globally based on its wide-range varieties and the exceptional technical know-how.

We are exporting many Japanese fresh fruits and vegetables to deliver global consumers “wow” filled with happiness. Yet, some products are still unreachable taking into account “fresh quality” and “cost”: One good example is strawberry. Yes, you can find some Japanese strawberries in Thai market as well. But what if we could produce the same quality strawberries in Thailand?

We believe this could be the doorway to change the industry of agriculture in Thailand by realizing reproducible high-quality agriculture, enhancing income for producers, and delivering safe and more fresh products to Thai consumers for affordable price.

It’s not about producing strawberries only by ourselves in Japanese way, it’s more about making a package of Japanese variety and technical know-how to benefit Thai producers, consumers, and the agricultural industry. To realize this “package”, we’ve set up several greenhouses equipped with different cooling systems to determine which combination is the most efficient by analyzing the fluctuation of environmental data derived through over 50 sensors installed in our greenhouses. Furthermore, we’ve been working on making the technical know-how, which has been based on each producers’ experiences and hunches, the explicit knowledge so that everyone can do the same on their own. We’re now confident to “wow” the Thai industry with this package of data-driven farm management system and the explicit technical know-how. Now we’re offering a position to make this happen together!

Description of Duties:

As mentioned above, this position is a business development which requires broad range of tasks. Some of the fundamental duties we’re expecting are;

- ✓ Building good relationships with potential partners
- ✓ Research and negotiation to secure adequate farmlands
- ✓ Seek quotes from suppliers to construct greenhouses
- ✓ Manage the construction of greenhouses
- ✓ Analyze the environmental data if required

Note that the duties range over than listed above, and could rapidly change along with the status of business development due to the nature of start-up company.

Knowledge & Skills:

Below are the must to have knowledge & skills;

- ✓ Business level of English and/or Japanese
 - ✓ General capability of Microsoft Office (Excel, PPT, Word)
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Qualification:

- ✓ Proactive attitude and passion to change the industry together
- ✓ Strong toughness not to give in easily and capable of thinking hard and logically
- ✓ Sympathize with our corporate mission
- ✓ Brace cultural difference and strive to achieve the goal as a team

The Team You'll Work With:



Application:

Please send resume and a brief paper explaining why you're the most attractive candidate to the following contact.

Mr. Takanori IITSUKA

takanori_iitsuka@nihon-agri.com
