

Business Development Manager – Solar Energy

Location: Chiang Mai, Thailand

Company: Right Price Solar

฿45k base with an OTE of ฿80k per month

Have you joined the Solar Revolution?

Right Price Solar is looking for an ambitious, commercially minded and highly organised **Business Development Manager** to help drive the next stage of our growth in Chiang Mai.

This is a varied, hands-on role for someone who can combine **sales and business development with leadership, organisation and day-to-day coordination**.

We are looking for someone who doesn't simply wait to be given tasks. We want someone proactive who can identify opportunities, generate business, coordinate people and activities, and help ensure plans are turned into action.

You will work closely with the company's management team while helping lead and coordinate activity within Thailand.

What you'll be doing

Your role will combine **business development, sales, leadership and operational coordination**, including:

- Generating new residential and commercial sales opportunities.
- Developing relationships with potential customers, partners and referral networks.
- Following up leads and helping convert opportunities into appointments and sales.
- Identifying new markets and opportunities for growth.
- Coordinating day-to-day sales and marketing activities.
- Helping organise and prioritise the activities of the team.
- Delegating tasks and following up to ensure agreed actions are completed.
- Helping manage sales pipelines, appointments and customer follow-up.
- Coordinating communication between the Thailand team and English-speaking management.
- Helping plan and coordinate campaigns, events, webinars and other business-development activity.
- Supporting and coordinating social media and digital marketing activity.
- Providing regular updates on activity, progress, opportunities and results.
- Identifying problems and opportunities and taking the initiative to address them.
- Helping create greater structure, accountability and consistency as the business grows.

What we're looking for

We are looking for someone who combines **commercial ability with strong organisational and leadership skills**.

You should be:

- Fluent in **Thai and English**, both written and verbal.
- An excellent communicator.
- Confident speaking with customers, business owners and colleagues.
- Experienced in sales, business development, operations or team leadership.

- Proactive and comfortable taking initiative.
- Highly organised with strong follow-up skills.
- Able to coordinate, delegate and manage multiple activities.
- Commercially minded and comfortable working towards targets.
- Confident using digital systems, email, spreadsheets and online communication tools.
- Social-media savvy and comfortable helping coordinate online activity.
- Able to work independently while communicating effectively with senior management.
- Positive, ambitious and motivated by building and growing a business.

Previous experience in solar energy is **not essential**. We are more interested in finding someone with the right combination of commercial ability, communication skills, organisation, leadership and ambition.

What we offer

- Competitive salary and performance-related incentives.
- The opportunity to play an important role in growing Right Price Solar in Thailand.
- Training and support within the solar industry.
- The opportunity to work directly with the company's senior management team.
- Genuine responsibility and the freedom to make a difference.
- Opportunities for career progression as the business grows.
- The chance to work in one of Thailand's fastest-growing and most exciting industries.

This isn't a role for someone looking simply to administer an office. We are looking for someone who wants to **generate opportunities, lead activity, organise people and help build a successful business**.

If you're commercially minded, highly organised, proactive and ready for a role where you can make a genuine impact, we'd like to hear from you.

To apply:

Please send your CV to [mail:jobs@rightpricesolar.com](mailto:jobs@rightpricesolar.com) or complete the online application form: www.rightpricesolar.co/jobs