



Industry Focus: **Transportation**

## Candidate Name - A B

### ROLE DETAILS

Contract / Perm

Permanent

Title

Business Development Head

Profile

Business Development Head

Location

Bangkok, Thailand

No of yrs of exp reqd

8+ Years

Case Study: Business Development Head\_  
Bangkok\_Thailand

## CLIENT

Our client

This company is an Indian mobile app based commute transportation service company expanding their wheels to South eastern countries.

End client

This company is an Indian mobile app based commute transportation service company expanding their wheels to South eastern countries.

Business Challenge of the client

This role was urgent for our client and we submitted many profiles for this position. They were looking for someone who is in currently in Transport industry. And it is a Indian startup who don't even have a entity in Thailand.

Challenges faced in fulfilling this role

Client was looking for Indian National who knows Thai Language and very good understanding in Transport Industry. Candidate needs to know about landscapes in Bangkok, Connection in Transport Industry. As in Thailand X company has monopoly and find Indian candidates is a big challenge. Some how we got the guy and closed this position.

What is unique and challenging about this closure

They were looking only Indian national candidate who knows 3 Languages, Hindi, English, and most importantly Thai language. That was the main challenge finding Indian candidates in Thailand with Transport Industry experience.