

Position: Business Development & Market Research Coordinator (Thailand)

Company: Falcon Wagering Solutions Pty Ltd - Australia

Location: Thailand (Remote/On-Site as needed)

Employment Type: Part-Time (8 Hours per Week)

Overview:

Falcon Wagering Solutions is seeking a **Business Development & Market Research Coordinator** based in Thailand to **identify, evaluate, and facilitate** new business opportunities for the company. The role involves conducting **in-depth market research, feasibility studies, regulatory compliance assessments, and cost-benefit analysis** to help Falcon explore and establish new ventures in Thailand.

As a **local expert**, the candidate will **navigate Thai business regulations, interact with government authorities, engage with service providers, and assess market conditions** to support Falcon's strategic expansion.

Key Responsibilities:

- **Market & Location Research:**
 - Identify **high-potential business opportunities** across different industries.
 - Research **optimal locations** for new ventures based on demand, legal considerations, and infrastructure.
 - Assess costs and availability of **real estate, facilities, equipment, and services**.
- **Business Registration & Licensing:**
 - Research **legal and regulatory requirements** for various business models, including **hospitality, real estate, tourism, and other service-based industries**.
 - Identify necessary **permits, licenses, and approvals** from government agencies.
 - Liaise with local authorities, legal experts, and industry professionals to ensure full compliance.
- **Operational & Cost Analysis:**
 - Investigate operational costs for different business models, including:
 - **Hospitality & Real Estate:** Land acquisition, construction, facility management, and licensing.
 - **Tourism & Travel Services:** Boat purchases, maintenance, harbor fees, tour operator licenses, insurance, and operational costs.

- **Other Service-Based Industries:** Equipment procurement, logistics, staffing, and infrastructure requirements.
- Evaluate **ongoing expenses**, such as maintenance, utilities, and staff salaries.
- **Stakeholder Engagement & Liaison:**
 - Identify and establish connections with **relevant service providers, contractors, suppliers, and government agencies**.
 - Engage with **real estate agents, boat dealers, tourism boards, and local authorities** for industry-specific research.
 - Facilitate negotiations and gather quotations for required assets and services.
- **Financial Feasibility & Risk Assessment:**
 - Conduct **cost-benefit analysis** and develop **financial projections** for new ventures.
 - Assess **profitability, investment risks, and potential ROI** for different business opportunities.
 - Prepare **financial models** considering market demand, operational costs, and revenue potential.
- **Reporting & Recommendations:**
 - Deliver **detailed research reports, feasibility studies, and strategic recommendations** based on findings.
 - Provide **weekly updates** on project status, key findings, and actionable insights.

Qualifications & Skills:

- **Thai national**, fluent in **Thai and English** (spoken and written).
- Strong knowledge of **Thai business laws, industry regulations, and licensing procedures**.
- Experience in **business research, consulting, tourism, real estate, or finance** is a plus.
- Ability to **communicate effectively with government officials, suppliers, and industry professionals**.
- Strong analytical skills with experience in **financial modeling and feasibility assessments**.
- Self-driven, detail-oriented, and capable of **working independently**.