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PR/158785 | Business Development Manager

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1536703

Industry
Other

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
April 30th, 2025 16:04

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Business Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Business Development Manager

Job Description
- Identifying potential new markets and new customers to increase business opportunities.
- Developing and executing long-term strategic plans and shorter tactical plans to achieve business goals.
- Generating leads and turning them into opportunities for sales.
- Negotiating with stakeholders and executives to close sales deals.
- Building and maintaining relationships with clients and key personnel within customer companies.
- Tracking sales goals and reporting results to management.
- Understanding the market and keeping up-to-date with industry news and competition.
- A strong business network in market GLC , MNC and Government bodies.

Key knowledge and experience:
- If managing a team, provide leadership and coaching to business development staff.
- Prepare reports and analyses on business development activities and results.
- Analyze business data to identify trends and opportunities.
- Excellent client-facing and internal communication skills.
- Excellent written and verbal communication skills.

- Solid organizational skills including attention to detail and multi-tasking skills.

Requirements:
- Bachelor's Degree or Diploma in Marketing , Business development or any field.
- Years of experience: At least 5-8years of post-graduate experience
- Knowledge/Skills: Proficiency in Microsoft Office Suite.

Company Description