



PR/158230 | BUSINESS DEVELOPMENT MANAGER (SHIPPING)

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1540772

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 3rd, 2025 22:00

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

Our client is a MNC shipping and freight forwarding company with office in Johor Bahru.

KEY RESPONSIBILITIES

Location: Johor Bahru town

- To drive business growth in the freight forwarding/shipping/logistics, expanding client base, and maximizing revenue opportunities.
- To be the hunter for new clients.
- To prepare and present proposals, contracts, and pricing agreements to potential clients, negotiating terms and closing deals to achieve sales targets.
- To monitor and analyze sales performance metrics, market trends, and customer feedback.

JOB REQUIREMENTS

- Degree/Diploma in Business Studies, Marketing, Logistics or related field.
- 3-5 years experience in similar industry.
- Good communication and interpersonal skills.

Interested applicants please feel free to apply online or contact us for more information. 07-2781122.

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Company Description