



## PR/159074 | Business Development Manager - Wastewater Treatment\_WWTP Projects

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1542393

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 10th, 2025 02:00

### 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 reputable Japanese multinational Specializes in Wastewater treatment plants (WWTP) and environmental solutions. They are currently looking for an **Business Development Manager** to focus on government tender projects related to wastewater treatment

**Location to work:** Petaling Jaya, Selangor

#### Job Responsibilities:

- Drive business development activities for environmental solutions, with a primary focus on wastewater treatment, plants (WWTP) and related equipment, targeting government sector projects
- Act as the key liaison between Malaysia branch management, Japanese HQ and clients, ensuring smooth coordination and communication throughout the sales cycle

- Liaise with public/ private clients to understand requirements
- Develop project quotations based on engineering cost
- Handle negotiations and project follow up
- Understand tender, contracts and import/ taxation matters

Requirements:

- Degree in Business/ Sales related field
- 5-10 years of experience in plant business sales to government sector
- Experience or knowledge of wastewater treatment or plant sales
- Familiar with tenders, contracts, import, tax and overseas project documentation
- Proficient in Microsoft Word, Excel, PowerPoint
- Fluent in Malay and English

**#LI-JACMY**  
**#countrymalaysia**

---

Company Description