



PR/158971 | Business Development Manager (Electrical Systems)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1545422

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 24th, 2025 10:35

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

COMPANY OVERVIEW

A leading company specializing in providing solutions within the Mechanical & Electrical Engineering services sector. Our client is seeking a Business Development Manager to join its team based in Shah Alam, Selangor.

JOB RESPONSIBILITIES

Overall:

- Play a pivotal role in fostering company growth through the identification of new business prospects, the cultivation of client relationships, and the strategic expansion of the company's presence within the Electrical and broader Mechanical & Electrical (M&E) sectors.

Business Development and Client Engagement

- Foster and maintain robust relationships with existing clients while proactively expanding the client base.
- Formulate and implement strategic initiatives to enhance the company's market visibility and client acquisition.

Tendering and Technical Collaboration

- Partner with engineering teams to develop compelling and competitive bids, proposals, and tender submissions.
- Participate in pre-tender briefings, conduct site visits, and compile technical information.

Project Oversight and Cross-Functional Coordination

- Liaise with project and operations teams to ensure efficient and timely project delivery.
- Assist with the preparation of project documentation, compliance reporting (e.g., CIDB), and adherence to internal controls.

Client Relations and Issue Management

- Act as the primary point of contact for clients throughout the project execution phase.
- Manage conflict resolution and support on-site coordination during project implementation.

JOB REQUIREMENTS

- Diploma or Bachelor's Degree in Electrical Engineering or related field.
- Minimum 3–5 years of experience in business development or sales within the Electrical or M&E construction industry.
- Strong technical knowledge of electrical systems (e.g., power distribution, lighting, fire safety).
- Familiarity with Malaysian building codes and electrical safety regulations.

Thank you!

#LI-JACMY

#countrymalaysia

Company Description