



PR/159199 | Business Development Manager (Logistic)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1545438

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 24th, 2025 10:36

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

Job Description

- Create and implement sales strategies to attract new customers (e.g., through events and networking).
- Research market trends and opportunities.
- Analyze competitors and market conditions to improve strategies.
- Find and target potential customers via networking, cold-calling, and lead generation.
- Build and maintain strong customer relationships and explore new business areas.
- Present and propose logistics services to customers.
- Achieve and exceed sales targets.
- Track sales metrics and report performance to senior management.
- Forecast sales revenue and manage the sales pipeline.
- Lead contract negotiations with customers to ensure beneficial terms.
- Oversee the deal-closing process, ensuring compliance with company policies.
- Ensure customer satisfaction by addressing issues promptly.
- Follow up regularly to strengthen relationships and explore upsell opportunities.

Job Requirements

- Bachelor's degree in Business Administration, Marketing, Sales, Logistics, or Supply Chain Management. MBA is a plus.
- At least 5 years in business development, sales, or a related role.
- Proven track record of meeting or exceeding sales targets.
- Strong negotiation, communication, and presentation skills.
- Ability to analyze market trends and develop strategic plans.
- Excellent relationship management and interpersonal skills.

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Company Description