



PR/159243 | Business Development Executive

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1546513

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 1st, 2025 17:43

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

A Japanese organization is seeking a Business Development Executive in driving a company's growth by identifying new business opportunities, building relationships, and increasing revenue.

Responsibilities:

- Develop for new customers, new projects and new business opportunities.
- To build a good rapport and long-term relationships with customers and designers
- To conduct an effective product / business presentation to clients according to their needs.
- To provide customer-focused solutions and to meet the company's business goals and sales targets.
- Responsible for follow-up and co-ordinate on projects progress throughout the sales process

- To ensure timely payment by clients.
- Any other duties as when assigned.

Requirements:

- Diploma / Degree in Business or any equivalent field.
- Strong communication, negotiation, and presentation skills.
- **Proficiency in Mandarin is preferred**
- Task orientated, self-motivated and able to work independently.
- Team player with a positive attitude and strong customer orientation.
- Computer literate knowledge.
- Time management and planning skills
- Must possess own transport and willing to travel
- Fresh graduates are encouraged to apply

#L1-JACMY

Company Description