



PR/159229 | Business Development Assistant Manager (Residential)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1548181

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 6th, 2025 09:01

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 Responsibilities

- To be part of the residential team of a renowned foreign developer which is expanding real estate business in Malaysia.
- To form JV partnerships with local renowned developers and closely monitor the projects as minor shareholder.
- The job includes both business development and development management.

Business development

- Establish and maintain strong relationships with potential JV partners, primarily in the condominium, serviced apartment, and landed housing sectors.
- Conduct feasibility studies and financial modeling to assess investment opportunities.
- Perform in-depth market research, including supply-demand analysis, transaction trends, pricing dynamics, competitor benchmarking, and macroeconomic factors.
- Support and take initiative in negotiations, deal structuring, due diligence (land and JV), documentation, and financing processes.

- Assist in preparing investment proposals for internal management approval.

Development management

- Collaborate with JV partners throughout the project lifecycle, offering strategic input on design, planning, cost control, marketing, regulatory approvals, tendering, construction, and financing.
- Monitor project performance, including business plans, P&L projections, and cash flow, to ensure alignment with target returns.
- Actively participate in strategic discussions with partners, particularly in areas such as sales, marketing, and financial planning.
- Maintain strong working relationships with partners and key stakeholders to ensure smooth project execution

Job Requirements

- Bachelor's degree in Real Estate, Project Management, Construction, Business, Finance, or a related field.
- More than 5 years of relevant experience in the real estate industry, ideally with a developer, financial institution, or investment fund.
- Solid understanding of real estate development processes, legal frameworks, and industry standards.
- Proficient in feasibility analysis and market research.
- Strong interpersonal and problem-solving skills, with the ability to thrive in a multicultural, multidisciplinary environment.
- Eagerness to learn and expand responsibilities beyond current expertise.
- Capable of managing multiple tasks in a fast-paced setting.

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Company Description