



PR/159074 | Business Development Manager - Wastewater Treatment_WWTP Projects

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1548418

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 16:39

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

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Company Description