



PR/159461 | Business Development Executive

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1555407

Industry

Industrial Facilities

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 2nd, 2025 13:00

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 global manufacturer in the power tools industry is seeking a driven and dynamic Business Development Executive to join its expanding team in the Northern region of Malaysia. This role offers a unique blend of strategic business development and technical engagement, ideal for individuals who thrive in industrial environments and enjoy building lasting client relationships.

Key Responsibilities:

- Cultivate relationships with industrial clients and factory stakeholders to drive product adoption and strengthen brand loyalty.
- Deliver compelling product demonstrations, conduct technical training sessions, and provide responsive after-sales support.
- Monitor and analyze market trends, competitor movements, and industry developments to guide business strategy.
- Collaborate with the marketing team to support campaigns, events, and promotional initiatives.
- Take on ad hoc assignments as directed by your immediate superior.

Key Requirements:

- A Diploma in any field.
- Excellent interpersonal and communication skills; a collaborative team player.
- Energetic, passionate, and eager to explore new technologies and experiences.
- Willingness to travel across the Northern region as needed.
- Proficiency in English and Bahasa Malaysia; knowledge of Chinese is an added advantage.
- Preferably with experience in industrial or manufacturing sales.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description