



PR/159463 | Business Development Executive (Industry: Equipment / Machinery)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1555408

Industry

Industrial Facilities

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 19th, 2025 10:19

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 and Job Overview

Our client is a manufacturer of power tools and equipment. The ideal candidate for this Business Development Executive is having a strong background in machinery and equipment industry, to deliver after-sales support and resolve user issues while enhancing brand visibility, driving profitability, and executing trade and promotional initiatives such as product launches, roadshows, demos, seminars, and safety talks.

Head office is located in Subang Jaya, Selangor.

Job Responsibilities

- Support Product and Market Activities: Assist with product-related tasks, customer visits, and stay informed on market trends and competitor activities.
- Execute Branding and Promotional Strategies: Implement product and branding plans, including trade promotions like launches, roadshows, demos, seminars, and safety talks.
- Drive Business Growth and Innovation: Enhance brand awareness, drive profitability, pilot innovations, and explore

new market opportunities.

- Ensure Customer Satisfaction: Provide after-sales support, resolve user issues, and take accountability for brand performance in collaboration with the sales team.
- Contribute to Strategic Planning: Deliver market analysis, support business improvements, and handle ad hoc assignments as directed.

Job Requirements

- Minimum diploma qualification with strong market knowledge in machinery and equipment industry.
- Excellent presentation abilities and capability to assess market needs and develop suitable solutions.
- Background in sales, training, or technical product promotion is advantageous; energetic and open to new experiences.
- Mobility and Language Skills: Willingness to travel and proficiency in English and Bahasa Malaysia, with Chinese as an added advantage.
- To be considered for this role, the relevant rights to work in Malaysia are required. Candidates who require work pass need not apply.

#LI-JACMY

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Company Description