



PR/159493 | Business Development Assistant Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1559178

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 30th, 2025 01:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a leading global provider of high-quality automotive tools and equipment. They are currently looking a motivated and experienced **Business Development Assistant Manager** to manage and expanding the sales network of dealer and users within assigned territories.

Location to work: Subang Jaya, Selangor

Job Responsibilities: -

- Planned monthly and weekly sales visit to all OPE dealers and users from the assigned territories with clear objectives on each visit.
- Expand assigned territories through identifying new potential customers and opening new OPE dealers channels.
- Build good relationship with all OPE dealers in the assigned territories ensure all dealers received firsthand information on all company new product and promotion.
- Report to management and Team on a regular and ad hoc basis about activities, issues and opportunities in the OPE dealer network.
- Coordinate and assist in all forms of company OPE products promotion involving dealers and users under assigned territory.
- Identify new business potential, competition activities or market opportunities and share with management.
- Acquaint dealers with the latest selling techniques.
- Develop and conduct training programs and product demonstrations for dealers and specific end users.
- To ensure timely payment by customers in accordance with our Credit Terms.
- To analyze, plan, implement, execute, monitor and review yearly Product Marketing Plan and activities.

- To seek for strategic opportunities to market product category.
- To plan, manage, monitor and review the product range of supply chain.
- To plan and implement new products / models' launching. Engage closely with new product contribution ratio.
- To ensure sales and sales support team aware of the new product by providing training.
- To analyze, identify and monitor competitor's movement and activities for benchmarking activities.
- To work and support as team player in all Marketing campaigns and project.
- To arrange and manage professional team demo to necessary authority personnel.
- To arrange safety talk throughout construction personnel or related parties. To conduct market survey and necessary research for supporting Japan R&D information collection needs.
- To perform any ad hoc assignments as assigned by immediate superior

Job Requirements:

- Candidate must possess minimum Diploma in any related fields
- Possess a strategic mind set with high level of integrity, ethics and results driven.
- Excellent analytical, problem solving, interpersonal and communication skills.
- Excellent participatory management skills, effective team-builder with high accountability for his/her actions.
- Required skills: Microsoft Words & Excel.
- Required language: English, Chinese, and Bahasa Malaysia.

#JACMYKL**#CityKualaLumpur**

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description