



PR/159649 | Business Development Executive

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1562351

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

October 21st, 2025 10:10

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

We are looking for a driven and dynamic **Business Development Executive** to join our team in **Petaling Jaya**. This role is ideal for candidates with strong networking skills, a passion for business growth, and solid knowledge of engineering and construction sectors, particularly in HVAC, cleanroom, and process utility systems.

Key Responsibilities:

- **Market Expansion:** Identify new markets, clients, and sectors such as semiconductor, biotech, and pharmaceutical industries; analyze competitors and industry trends.
- **Strategic Partnerships:** Develop and maintain long-term relationships with clients, consultants, government agencies, OEM suppliers, and subcontractors.
- **Lead Generation:** Build pipelines of potential projects through networking, exhibitions, associations, and forums.
- **Business Strategy:** Plan sales targets and entry strategies for new industries; negotiate contracts at a commercial and strategic level.
- **Client Relationship Management:** Strengthen client trust and reputation, ensuring long-term partnerships and repeat business.

Requirements:

- Degree in Business Administration, Marketing, Economics or related field.
- Familiarity with construction/engineering methods, project lifecycles, and HVAC, cleanroom, or process utility systems.
- Strong networking and interpersonal skills.
- Excellent communication, presentation, and proposal-writing abilities.
- Experience with tendering processes and procurement systems.
- Proficiency in CRM tools, MS Office Suite.
- Fluency in English; proficiency in Mandarin is highly prioritized to liaise with Mandarin-speaking counterparts.

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Company Description