



PR/159681 | Business Development Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1562359

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 18th, 2025 06:00

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

Company and Job Overview

A prominent food solutions company is looking for a **Business Development Manager** to grow sales, manage key customers, and expand its reach in the Non-Halal Certified market — especially in Chinese restaurants, and across Foodservice, Modern Trade, and General Trade.

Job Responsibilities

- Grow sales by finding new Non-Halal Certified customers and expanding existing ones.
- Build strong relationships with key customers and distributors.
- Run promotions and business reviews to support company goals.
- Cover assigned areas fully and increase market reach.
- Track market trends and competitor activity.
- Ensure proper payment collection and financial discipline.

Job Requirements

- Bachelor's Degree in Business or related discipline.

- 5–7 years in sales or business development (FMCG/foodservice preferred).
- Good understanding of foodservice and trade channels.
- Strong communication and negotiation skills.
- Comfortable using data for planning.
- Experience leading and motivating sales teams.

#LI-JACMY

#countrymalaysia

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Company Description