



PR/159687 | Client Development Specialist

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1562363

Industry

Other

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

A multinational data analytics and market research company is looking for a talent responsible for maintaining and strengthening connections with current clients and re-engaging inactive accounts, aiming to boost the market share and increase sales revenue.

Job Responsibilities

- Manage and grow relationships with existing clients, aiming to increase their share of business with us.
- Reactivate dormant clients by identifying their needs and providing tailored solutions.
- Handle client inquiries, provide quotes, and check feasibility for research projects.
- Achieve sales targets and client development performance metrics.
- Collaborate with clients on cost adjustments and progress updates as needed.
- Work with the internal project management team to ensure seamless delivery of projects to clients.

- Manage the full project lifecycle, from quoting to final delivery.
- Attend client meetings and negotiations, both locally and internationally.
- Prepare detailed sales presentations and proposals using Excel and PowerPoint.

Job Requirements

- Minimum 5 years of professional work experience.
- At least 3 years of B2B new business development experience.
- Experience with intangible products such as internet services, SaaS, consultancy, or market research.
- Ability to manage meetings and close deals independently.
- Proficiency in Excel and PowerPoint, with a high level of competency in proposal creation.
- Fluency in written and spoken Mandarin to handle overseas markets like China, Taiwan etc.
- Willingness to travel as required.

#LI-JACMY

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Company Description