



PR/159752 | Business Development Executive

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1564269

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 10:01

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

A well-established IT and business skills training provider in Penang is seeking a proactive and results-driven Business Development Executive to accelerate revenue growth. The ideal candidate will be responsible for identifying new business opportunities, cultivating strong client relationships, and effectively promoting the company's training solutions and services.

Job Responsibilities

- Plan and execute sales and marketing strategies
- Develop new sales opportunities and maintain good relationship with potential and existing customers
- To provide customers with information and solutions on product and services to meet their needs.
- Negotiating/close deals, handle complaints and maintain customer satisfaction.
- Achieving monthly sales target

Job Requirement

- Diploma/Degree in Business Management or any related field.
- Preferable 2-4 years working experience in sales/tele-sales.
- Excellent command of spoken and written English.
- Strong communication and interpersonal skills.

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Company Description