



PR/159862 | Business Development Executive (East Coast)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1566516

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 23rd, 2025 03:00

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

Position Overview: -

Our client is a leading global provider of high-quality power tools equipment. They are currently looking a motivated and experienced Business Development & Product Sales Executive to drive growth in the East Coast region, covering areas from Kuantan to Kuala Terengganu. This role will focus on developing business within the Oil & Gas industry, expanding dealer networks and provide strong customer support through product demonstrations, training and after-sales service

Key Responsibilities: -

- Visit and engage end users within the Oil & Gas industry across the East Coast region.
- Identify, approach, and establish new dealers or agencies to strengthen market presence.
- Conduct product demonstrations, training sessions, and after-service support for both end users and dealers.

- Develop and maintain strong relationships with key stakeholders, including clients and business partners.
- Analyze market trends, monitor competitor activities, and identify new business opportunities.
- Collaborate with the marketing team on campaigns, events, and promotional activities.
- Prepare and submit accurate and timely sales progress reports.
- Support various marketing initiatives and participate in projects as assigned by the immediate superior.
- Perform any other ad hoc assignments as required.

Job Requirements: -

- Minimum SPM / Diploma in any field
- **Preferably with experience in Oil & Gas sales** or related industries.
- Strong interpersonal skills, self-motivated, and a good team player.
- Energetic, passionate, and willing to learn.
- **Proficiency in English and Bahasa Malaysia**, knowledge of Chinese is an added advantage.
- Willingness to travel extensively based on job requirements.
- Must reside in Kemaman, Kuantan, or Kuala Terengganu.
- Possess own vehicle and valid driving license.

#LI-JACMY

#countrymalaysia

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Company Description