



PR/160001 | Business Development Executive

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1572206

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 13th, 2026 10:21

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

We are an established system integrator and intralogistics solution provider seeking a Business Development Executive to support solution-based sales, provide consultative value to customers, and drive business growth.

JOB RESPONSIBILITIES:

- Engage customers to understand operational challenges and propose suitable solutions
- Conduct customer site visits and Gemba sessions
- Gather requirements and coordinate with engineering teams on solution concepts
- Prepare and submit ITQs to principals, partners, suppliers, and subcontractors
- Develop and present technical proposals, quotations, and commercial offers
- Follow up on award process, documentation, and internal sales procedures
- Participate in project and post-project handover with internal teams

JOB REQUIREMENTS:

- 4–6 years relevant experience
- Background in automation, intralogistics, or system integration preferred
- Exposure to robotics, AGV/AMR, warehouse automation, or material handling systems is an advantage
- Strong consultative selling and solution-providing skills
- Must own a car and be willing to travel
- Willing to travel to East Malaysia (flight & hotel provided)
- Flexible working arrangement
- Open to candidates from related industries

Benefits

- Structured benefits & entitlements
- Annual point-based reward system (accumulative)
- Travel expenses covered
- Career development opportunities

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Company Description