



PR/160147 | Business Development Manager - CM Capital Equipment

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1577579

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 19th, 2026 03:00

General Requirements

Minimum Experience Level

Over 6 years

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

We are seeking a highly driven and experienced Business Development Manager with a strong background in contract manufacturing and deep knowledge of capital equipment. The ideal candidate will be responsible for driving business growth, developing new customer relationships, and collaborating with internal teams to deliver high-value solutions. This role requires both technical understanding and commercial acumen to effectively engage customers, identify opportunities, and support strategic expansion.

Key Responsibilities

- Business Growth & Strategy
 - Develop and execute business development strategies to expand market share in the contract manufacturing and capital equipment segments.
 - Identify new business opportunities, emerging trends, and potential strategic partnerships.
 - Build and maintain a robust sales pipeline with accurate forecasting and reporting.
- Client Relationship Management
 - Establish and nurture long-term relationships with customers, OEMs, and industry partners.
 - Understand customer needs and align solutions based on manufacturing capabilities and equipment offerings.

- Conduct presentations, proposals, negotiations, and commercial discussions.
- Cross-Functional Collaboration
 - Work closely with engineering, project, and operations teams to ensure alignment between customer requirements and internal capabilities.
 - Support costing, quotations, and proposal development for new projects.
 - Provide feedback to internal teams to improve competitiveness and solution design.
- Market Intelligence
 - Monitor competitor activities, market landscape, and technological advancements.
 - Provide market insights to management for strategic planning and pricing decisions.
- Sales Execution
 - Achieve sales KPIs and revenue targets.
 - Represent the company at industry events, exhibitions, and conferences.
 - Prepare regular business development reports for management.

Key Requirements

- Bachelor's degree in Engineering, Business, or related fields.
- 5–10 years of experience in Business Development within contract manufacturing.
- Strong technical understanding of capital equipment, sales cycles, and industry applications.
- Proven track record in technical sales or business development roles.
- Excellent communication, negotiation, and presentation skills.
- Ability to handle multiple projects and work independently.
- Willingness to travel as required.

Benefits

- Fixed Bonus – guaranteed annual bonus.
- Performance Bonus – based on individual and company results.
- Attractive Incentive Scheme – tied to sales performance and project success.
- Good Working Environment – collaborative culture with supportive leadership.
- Small Team Structure – agile decision-making, high visibility, and strong teamwork dynamics.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description