



PR/160213 | B2B Trading Executive (Industrial Materials)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1580491

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 13:00

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 supporting a well-established Japanese automotive trading company in setting up a new business development function. This is an exciting opportunity to join a growing team and help build new revenue streams from the ground up.

Job Responsibilities: -

- Drive new business opportunities and expand market presence in Malaysia
- Identify potential clients and develop new sales channels
- Build strong relationships with customers and understand their material supply needs
- Propose suitable solutions and close deals
- Develop and implement sales strategies for new business models
- Monitor sales pipeline and prepare regular progress reports

- Work closely with internal teams (logistics, Operations, Management)
- Ensure compliance with company policies and Malaysian regulations
- Support any ah-hoc assignment from management when required

Job Requirements: -

- Bachelor's degree in business, International Trade, Supply Chain or related field
- Minimum 3-5 years of experience in Sales or Business Development
- Experience dealing with government agencies or regulatory bodies is a plus
- Strong communication and negotiation skills
- Independent, proactive and able to work under pressure
- Good analytical and problem-solving ability
- Organized and detail oriented
- Able to travel when required (including outstation or overseas)
- Good command of English and Bahasa Malaysia, ability to converse in Japanese or Mandarin is an added advantage
- Proficient in MS Office.

#LI-JACMY

#Countrymalaysia

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Company Description