



## PR/160254 | Business Development Manager

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1581836

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 2nd, 2026 12:00

### 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

#### COMPANY OVERVIEW

An US based company specializing in natural food ingredients, including spice and herb extracts, natural colors, antioxidants, and hop products is now seeking for **Business Development Manager**. This role involves on driving sales growth, managing key accounts and channel partners, executing strategic business plans, and gathering market insights to support pricing and new business opportunities.

#### JOB RESPONSIBILITIES

- Responsible for increasing sales revenue, margins, and volume in Malaysia.
- Act as the main contact for key customers, develop strong relationships, and grow business with assigned accounts and partners.
- Create strategic key account plans, business plans, and implement sales/marketing strategies aligned with Asia and global initiatives.

- Work closely with Asia, Global, Customer Experience, and internal teams to maximize opportunities and ensure strong customer satisfaction.
- Monitor competitors, gather market insights, support pricing strategy, and identify new business opportunities in the savory food industry.

#### JOB REQUIREMENTS

- Bachelor's Degree with a minimum of 8 years of relevant food ingredient sales experience in Malaysia.
- Strong key account management experience with high cultural intelligence and strong understanding of the local market.
- Proficiency in MS Excel, Word, PowerPoint, MS Teams, and Zoom.
- Experience using Salesforce or other CRM systems.
- Excellent negotiation and communication skills, with proven ability to build relationships across all organizational levels.

#LI-JACMY

#countrymalaysia

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