



PR/160388 | Business Development Manager - multinational engineering company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1585944

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 7th, 2026 11:02

General Requirements

Minimum Experience Level

Over 3 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

Job Description:

1. Account Management

- Manage key customer accounts and support long-term business growth.
- Work with customers to understand their plans and industry needs.
- Find new business opportunities and help grow revenue from existing clients.
- Build and maintain good relationships with customers, distributors, and partners.
- Lead regular (quarterly or yearly) business review meetings with clients.

2. Commercial & Contract Management

- Handle pricing discussions, contract renewals, and service expansions.
- Manage contracts such as service agreements, SLAs, billing, and change requests.
- Ensure all contract terms are followed, including service levels and compliance.
- Work with internal teams (legal, operations, engineering, management) to support negotiations and deal closures.

3. Business Planning, Forecasting & Reporting

- Identify opportunities for service upgrades and new solutions for customers.
- Analyze market trends and competitors to support business decisions.
- Prepare and present monthly and quarterly sales and performance reports.
- Provide insights and suggestions to management for business improvement.
- Work with product teams to customize solutions for different customer needs.

4. Solution Development & Technical Coordination

- Understand customer technical requirements such as capacity, power, cooling, and timelines.
- Coordinate with engineering and operations teams to prepare proposals and project plans.
- Present solutions to customers and support discussions on technical requirements.

Job Requirements:

- Willing and able to travel regionally while effectively managing multiple priorities in fast-paced, deadline-driven environments.
- Proven capability to lead meetings and presentations, and to collaborate across departments to ensure alignment and effective delivery.
- Prefer working in data centre or Genset sales related project.
- Fluent in English; proficiency in additional regional languages is an advantage.
- Strong knowledge of MEP (Mechanical and Electrical) systems to support technical solution development, client interactions, and successful project execution.

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Company Description