



PR/160433 | Business Development Manager - Multinational top travel agency

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1586521

Industry

Tourism

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 9th, 2026 11:00

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

Company background:

- Newly set up team for new business model

Job Description:

- Identify and develop new business opportunities
- Develop and execute business growth strategies
- Lead, manage, and motivate the sales team
- Set sales targets and monitor team performance

- Manage key projects, timelines, and resources
- Oversee budgets and track revenue performance
- Maintain strong relationships with key clients and partners
- Ensure customer satisfaction and service quality
- Identify business risks and ensure quality standards are met

Job Requirements:

- 3–5 years of experience in Business Development, Sales, or Management
- Proven ability to meet sales or revenue targets
- Strong leadership and people-management skills
- Good negotiation, presentation, and communication skills
- Strong problem-solving abilities
- Bachelor's Degree in Business, Marketing, Management, or a related field

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Company Description