



## 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**

May 12th, 2026 11:45

### 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