



## PR/160694 | Business Development Manager (Advanced Materials & Semiconductor)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1599382

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

June 26th, 2026 11:14

### 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

A growing advanced materials and specialty chemicals provider serving the electronics, semiconductor, and SMT industries is seeking a proactive Business Development Manager to drive business growth, expand market presence, and build strong client relationships.

#### Key Responsibilities

- Identify and develop new business opportunities through market research, networking, and client engagement.
- Execute territory growth strategies to increase market share.
- Set and achieve sales targets, forecasts, and growth projections.
- Build and maintain strong relationships with key customers and stakeholders.
- Lead negotiations and secure long-term business agreements.

- Collaborate with internal teams to ensure effective solution delivery.
- Provide market insights to support pricing, positioning, and product strategies.
- Prepare sales reports, forecasts, and presentations for management.

#### Key Requirements

- Bachelor's degree in Material Science, Engineering, Electronics, Semiconductor, or related field.
- 2–3 years of experience in business development or sales (chemical, electronics, or semiconductor industries preferred).
- Experience in chemical/materials trading or high-tech manufacturing.
- Exposure to B2B technical sales and product launches.
- Strong sales, negotiation, and relationship management skills.
- Ability to analyze market data and translate insights into business strategies.
- Independent, results-driven, and able to work in a fast-paced environment.
- Proficiency in English, Mandarin, and Malay (Mandarin required for client communication).
- Familiarity with CRM tools and sales reporting.

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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#### Company Description