



PR/160752 | New Business Development Manager (Japanese speaking)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1600442

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 30th, 2026 17:08

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Well-established Japanese multinational company specializing in automobile aftermarket products. The company holds a leading market position in Japan, particularly in automotive aftermarket and replacement parts, serving customers across Japan and the broader Asia-Pacific region.

As part of its regional growth strategy and succession planning, the company is seeking a high-performing New Business Development Manager to lead business expansion efforts in Malaysia.

Key Responsibilities:

As a Business Development Manager, you will be responsible for identifying new business opportunities and managing customer relationships across Malaysia.

- Develop new business opportunities and expand market presence in Malaysia
- Generate leads through networking, referrals, and market research activities
- Promote and sell automotive aftermarket products
- Collaborate closely with regional AISIN offices, particularly the Thailand office, on sales and product marketing initiatives
- Build and maintain strong relationships with key accounts and business partners
- Achieve sales targets and contribute to overall business growth and market expansion

Requirements:

- Bachelor's Degree
- Minimum 7 years of B2B sales experience, with a strong focus on new business development
- Proven track record in business development and achieving sales targets
- Strong negotiation, presentation, and closing skills
- Experience in a managerial or leadership position
- Strong communication skills in Mandarin or English (business-level Japanese would be an added advantage)

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Company Description