

PR/160867 | Business Development Manager (EMS & Supply Chain Solutions)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1605581

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 02:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Our client is a well-established Japanese multinational company specializing in Electronics Manufacturing Services (EMS), supply chain solutions, procurement, trading services, and value-added manufacturing support is seeking a Sales Manager. You will be responsible for leading the Malaysia business while driving new business acquisition and market expansion initiatives. This role requires a commercially focused leader with strong consultative selling capabilities to develop integrated solutions encompassing EMS services, trading functions, supply chain solutions, and business consulting services. The successful candidate will play a key role in strengthening customer relationships, expanding market coverage, mentoring the existing sales team, and delivering sustainable business growth through strategic customer engagement and solution-based selling.

Key Responsibilities

- Provide overall leadership and management support for the Malaysia operation.
- Drive new business development activities and identify new revenue opportunities.
- Develop and execute sales strategies to expand market presence and customer base.

- Lead customer engagement activities and build long-term strategic relationships.
- Promote solution-based selling by understanding customer challenges and proposing integrated business solutions.
- Expand business opportunities involving EMS services, trading functions, supply chain solutions, and business consulting.
- Mentor, coach, and support the existing sales team to enhance performance and capabilities.
- Collaborate with regional and global stakeholders to achieve business objectives.
- Monitor market trends, competitor activities, and industry developments to identify growth opportunities.

Key Requirements

- Bachelor's Degree in Business, Engineering, or a related discipline
- A minimum of 5–10 years of B2B sales and business development experience.
- Proven track record in new business acquisition, solution selling, and consultative sales approaches.
- Strong customer problem-solving skills, commercial acumen, and leadership capabilities are essential.
- Industry experience within Electronics Manufacturing Services (EMS), electronic component distribution, medical devices, automotive, industrial manufacturing, or supply chain solutions will be highly preferred.
- Must possess a strong hunter mentality, excellent stakeholder management skills, and the ability to develop integrated customer solutions that create long-term business value.

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