



PR/160915 | Business Development Manager (Electronics Manufacturing)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1607169

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 10:28

General Requirements

Minimum Experience Level

Over 6 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 Overview

A global manufacturing solutions provider specializing in precision-engineered components and advanced production technologies is seeking a Business Development Manager to join its team in Penang. The company serves leading international brands across the consumer electronics, industrial, and technology sectors, offering end-to-end manufacturing capabilities and a strong commitment to innovation, quality, and customer satisfaction.

Key Responsibilities

- Identify and develop new business opportunities to achieve sales growth targets.
- Build and maintain strong relationships with existing customers and prospective clients.
- Develop sales strategies and business plans to increase market share and revenue.

- Lead commercial negotiations and secure new business opportunities.
- Monitor market trends, customer requirements, and competitor activities to identify growth opportunities.
- Collaborate closely with engineering, operations, quality, and project teams to ensure successful project execution.
- Lead and mentor sales team members to achieve business objectives when required.
- Prepare sales forecasts, pipeline updates, and management reports.
- Ensure compliance with customer requirements, industry standards, and company policies.
- Support customer visits, business reviews, and strategic account development initiatives.

Requirements

- Diploma or Bachelor's Degree in Mechanical Engineering, Electrical Engineering, Business Administration, Marketing, or a related discipline.
- Minimum 8 years of experience in business development, sales, or account management within the consumer electronics manufacturing industry.
- Experience working with OEM, EMS, contract manufacturing, plastics, or precision manufacturing customers is highly preferred.
- Exposure to plastic injection molding, die-cut converting, or label manufacturing will be an added advantage.
- Strong business development and customer acquisition capabilities.
- Excellent communication, presentation, and negotiation skills.
- Proven track record in managing customer relationships and closing business deals.
- Strategic thinker with strong commercial awareness.
- Ability to work independently and manage multiple customer accounts.
- Willingness to travel as required.
- Knowledge of ISO 9001, ISO 14001, ISO 13485, and IATF 16949 standards is advantageous.
- Understanding of manufacturing environments and new product development processes is preferred.

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Company Description