



マレーシアの求人なら  
JAC Recruitment Malaysia

## PR/160925 | Business Development Executive - Japanese Automotive Trading Company

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1607175

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

August 25th, 2026 04:00

### General Requirements

**Minimum Experience Level**

Over 1 year

**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

Our client is a Japanese automotive trading company. They are currently looking for a candidate who are passionate about new business development and enjoy exploring new markets and industries to join their team.

**Job Responsibilities: -**

- Support the Manager in developing new business opportunities
- Research and identify potential customers and new market opportunities
- Approach prospective customers through calls, email, meetings and networking
- Assist in preparing quotations, proposals and sales presentations
- Follow up with potential and existing customers on business opportunities

- Understand customers' requirements and coordinate with internal teams to provide suitable solutions
- Maintain and update customer information and sales pipeline
- Prepare sales reports, market information and business development updates
- Coordinate with internal departments such as Logistics, Operations and Management
- Participate in customer visits, exhibitions and business meetings when required
- Support other sales and business development activities assigned by management

**Requirements:**

- Diploma or Bachelor Degree in Business Marketing, International Business, Supply Chain, Engineering or related field
- Fresh graduates are encouraged to apply
- Candidate with 1-2 years of Sales, Business Development, Trading or Customer Service experience will have an advantage
- Interested in B2B sales and developing new customer s
- Good communication and interpersonal skills
- Proactive, willing to learn and comfortable approaching new customers
- Good command of English and Bahasa Malaysia
- Ability to communicate in Mandarin or Japanese is an added advantage
- Proficient in Microsoft Office
- Willing to travel for customer visits when required

#LI-JACMY

#Countrymalaysia

**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